THE AMERICAN

EGION

FOR GOD AND COUNTRY

April 1992

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HOME VA Page 32 N/S

ENDANGERED PLANET

Twelve Hot Spots That Threaten World Peace





I EGION

The Magazine for a Strong America

Vol. 132, No. 4

April 1992

THE BRAINWASHING PUZZLE 16 Welcome to the fuzzy world of mind control. By Robert McGarvey THE BATAAN DEATH MARCH 19 This original War Department press release revealed the horror that took 100,000 lives. TWELVE HOT SPOTS THAT THREATEN WORLD PEACE By Steve Salerno 22 Superpower confrontation gives way to guerrilla warfare, allies may become enemies. **GREED, EGOS AND THE DECLINE OF AMERICAN BUSINESS** Business expert Robert H. Waterman Jr. says our nation's economy is at a crossroads. 26 JUNK PHONE CALLS: THE BILLION-DOLLAR WRONG NUMBER 28 They interrupt dinner, tie up your telephone and bush shoddy merchandise. By Kathy Egan CHILDREN OF THE WALL 30 "In Touch" helps families touch the past to find peace in the present. By Gurney Williams III **YOU CAN DO IT AGAIN** Veterans can often use their VA Home Loan entitlements more than once. By Lew Sichelman 32 FEDERAL JOBS AND THE VETERAN 34 The federal government's personnel chief talks about job opportunities for veterans.

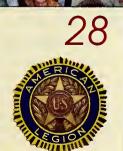


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The dangerous dozen threats to world peace: some are familiar, some are brand new. Where are they? See Page 22. Photo by Sano/The Stock Market.

THE AMERICAN LEGION magazine, a leader among national general-interest publications, is published monthly by The American Legion for its 3.1 million members. These military-service veterans, working through more than 15,000 community-level posts, dedicate themselves to God and country and traditional American values; strong national security; adequate and compassionate care for veterans, their widows and orphans; community service; and the wholesome development of our nation's youths.

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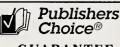
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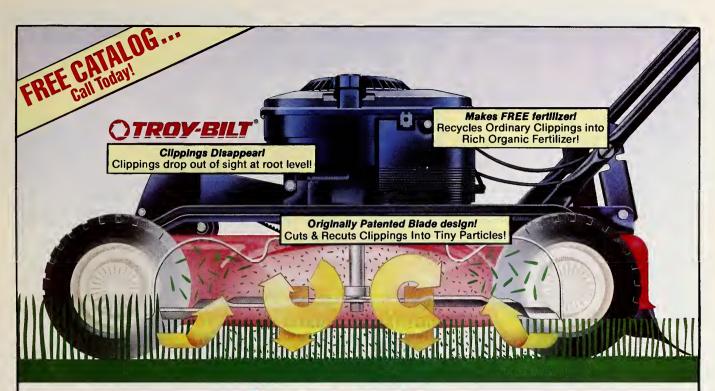
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VA Critique

I read the article "VA's Narrowing Door" (February) about treatment in VA hospitals. I, too, have seen and experienced the incompetence and indifference displayed by VA personnel. Veterans' benefits and the VA's capability to provide proper treatment has been, and is still being, systematically stripped away by the self-serving politicians we have been voting for during the past 40 years.

L.R. Van Arsdale Cleveland, Texas

I am tired of the VA bashing that takes place regularly in THE AMERICAN LEGION magazine. I am in the process of recovering from radical prostrate surgery for cancer and completing a series of radiation treatments as a follow-up. I can truthfully say that I have never been treated better at any medical facility, civilian or otherwise.

Ernest R. Ekstrom Vernon, Fla.

Denial of disability compensation to our distinguished former servicemen can only be described as a total disregard for the suffering of these brave heroes. It is now time for Congress to fulfill its promises to veterans.

> J. Edward Evans Spring Hill, Fla.

The Values Front

I read the interview with Gary Bauer ("Battle Over American Values," February) with a great deal of interest. Bauer says that once upon a time, students began the day with a prayer and the Pledge of Allegiance to the Flag. This is so true. No more. Patriotism and morals have been thrown out. We have taken a three-letter word out of the classroom and inserted four-letter words.

Amzi Sanborn Yantic, Conn.

I have watched our great nation going down the road of Rooseveltian socialism for most of my years. Bauer has hit the target on every point. I put it a different way, however. Socialism during the past 60 years has rotted our courts, police departments, schools, churches, families, morals, print and film media, Congress, money values, work ethic and on and on.

Gus Funk Marmora, N.J.

As a priest and pastor, I want to respond to Bauer's assertions about the eroding of our traditional values. Unlike the religious leaders he refers to as timid and afraid of being divisive, I am not afraid to speak out on behalf of our traditional Judeo-Christian values. Frankly, I believe very strongly in these values, and people like Bauer scare me silly with their ultra-right-wing approach to the issues.

For example, he says the gay community assaults the traditional values of our nation. In ministry to both the heterosexual and the homosexual, I find that the basic values are not only desired and practiced, they are cherished and loved. I see the same

commitment to "family" in a homosexual couple, who are committed deeply to each other in a responsible, ethical and monogamous relationship, as I do in the bride and groom who come to me for their wedding ceremony.

To imply that disagreement is an assault on our values, is, in many ways, an invitation for some to respond with violence, and a blessing on their doing so. I am concerned about our values, but I am also concerned about our priorities. Our freedoms come first.

Rev. Paul Diederich Boston

This nation should not forget that it is totally dependent on the American tax-payer for its greatness, its wealth and its good works.

E.V. Litterell Springdale, Ark.

Deliver us from the hallucinations of those, like Bauer, who see conspiracies where none exist.

> James Kimple Monmouth Junction, N.J.

The interview with Bauer hit home in every category. I was a plank owner on the *New Jersey* and was in every major engagement in the Pacific during World War II. So, you see, I'm used to fighting for my country. I don't want to lose what we were fighting for and won.

Robert A. Stahlmann Granville, N.Y.

VETVOICE

WEWANTYOUR OPINION

You can contact THE AMERICAN LEGION magazine two ways. Call us at:

1-900-740-VETS

to record your opinion and vote on current issues and listen to the opinions of others. Calls cost \$1 per minute and proceeds support Legion programs. A magazine editor will listen to your message. Callers' opinions are considered for publication and receive a symbol when published.

Or you can write to:

The American Legion magazine P.O. Box 1055 Indianapolis, IN 46206

The questions you can vote on and voice your opinions on this month are:

Should Congress end production of the Stealth bomber? (See page 10.)

Has American business lost its competitive edge? (See page 26.)

1-900-740-VETS

Better Letter

I can't believe you printed the letter from Frederick H. Hack (Vetvoice, February) with his concerns about ultra-right-wing, simplistic articles. My God, there's hope for you yet.

Florence M. Schneider Bellerose, N.Y.

I agree with Hack. The ultra-rightwing, simplistic articles and interviews that predominate our magazine betray little awareness of the values and the reasons for our Bill of Rights.

The interview with Gary Bauer ("The Battle for American Values," February) is a fine example. Bauer



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seems ignorant of European and American history and improperly ascribes some current societal problems to "defenders of the rights of Americans." Must the Magna Carta be revisited?

The appearance of an assault on traditional American values like the family, patriotism, tough schooling and religion has really been an assault by the ultra-conservatives on our middleclass economy. The traditional American family has largely vanished because it takes more than one wage earner to support the current middleclass family.

> Robert W. Rasch Johnson City, Tenn.

I wish to commend Hack for his cogent and timely letter about the increasing right-wing articles in the magazine. Let's have a little more balance in future articles.

Robert W. Springer Wapakoneta, Ohio

Homeward Bound

Many of our nation's military bases are being deactivated. We should seize the opportunity to make good use of these bases. I can think of no better use for these areas than for homes for our veterans ("America's Homeless Veterans," February).

Matt Minicozzi Brentwood, N.Y.

Money cannot buy compassion, but compassion has to be the driving force. I'll bet many homeless veterans could do some of the jobs in VA installations.

Ed T. Multhauf Elcho, Wis.

Ad Alert

Many readers of THE AMERICAN LEGION magazine may have been confused by advertisements that recently ran in the magazine. These advertisements, sponsored by the so-called "Mcdical Alert Card Company," are in no way affiliated with Medic Alert Foundation International.

The cards issued by the sponsor of the advertisements are neither endorsed nor supported by Medie Alert Foundation International. The foundation is a non-profit, tax-exempt, charitable corporation headquartered in Turlock, Calif. For more than 30 years, the foundation has saved lives by providing emergency medical identification services for people with hidden medical conditions. Medic Alert is the only international non-profit provider of such services.

The foundation's work has been endorsed by hundreds of national and international health organizations, state and county medical societies, the President and Surgeon General of the United States. Medic Alert Foundation International provides medical identification and information services to its 3.5 million members under its famous and distinctive MEDIC ALERT mark.

As a non-profit, charitable organization, the Medic Alert Foundation International has always maintained the highest standards of excellence and integrity in providing these vital, lifesaving products and services. I hope this letter clarifies any confusion that the advertisements may have caused. Millions of people depend upon the foundation and on THE AMERICAN LEGION magazine. We want them to know that their trust is well-placed.

K.W. Harms President Medic Alert Foundation International

Foreign Lobbyists

I can't believe the drafters of the Constitution intended the right to petition Congress with foreign countries in mind ("Government for Sale," February). I also doubt that they had large, financially powerful U.S. lobbies in mind, either.

Robert T. Story Seneca Falls, N.Y.

No Non-Veterans

I have been reading about the idea of VA hospitals allowing non-veterans into their care for a fee. Let me tell you of my own experience.

I went to the VA hospital in Newington, Conn., about a year ago. I was sent to a doctor's office. The nurse looked at my papers and explained the situation. I was not service-connected and I was

in the wrong category. Although retired, I had a part-time job, which apparently put me over some scale. Therefore, under the new rule, I was only allowed one visit. So even if the doctor found something wrong, he couldn't see me again anyway.

I found myself out in the hall.

Perhaps I can sneak back someday disguised as a civilian and be treated.

Henry T. Smith East Hartford, Conn.

I'm vehemently opposed to the Rural Health Care Initiative. This program proposes to treat non-veterans, though there are many, many veterans turned away as ineligible. Is our Congress and VA willing to allow dishonorable discharged veterans, illegal aliens and those who left our country to avoid serving in our VA hospitals and still have our veterans turned away?

How ungrateful to those who have served.

Tom Stubblefield Jr. Portland, Ore.

As an Army veteran, I wish to register my opposition to the proposal to allow the expansion of VA's underfunded services to treat non-veterans. Only by keeping a veterans-only policy can VA provide quality medical care to the entitled veterans.

Howard J. Duhon Sr. Jeanerette, La.

Info Before Aid

I am against any aid to Russia until they release all American prisoners. I believe these prisoners are from World War II and the Korean War. Many of these U.S. POWs were in German prison camps overrun by the Russian army.

> James M. Forsythe Lufkin, Texas

When I served in Vietnam, we would go to the rubber plantations to get drinking water and at the plantations were French servicemen who were slaves. The Vietnam War will not be over until the POW/MIA issue is settled.

Douglas Uehling Norton, Kan.

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GREAT MEN: ALLIED JUNGLE FIGHTERS BATTLED THE JAPANESE AND SAVED AUSTRALIA

A

SIDE from veterans, hardly any American has ever heard of the infamous Kokoda Trail. They know nothing about this treacherous 120-mile track of leech-infested swamps, saw-toothed mountains and dense,

matted jungles.

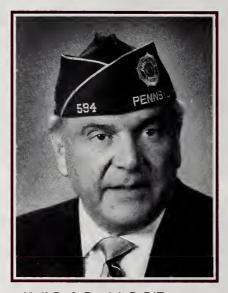
They've never heard of Captain Meredith Huggins, who assumed command of the Army's 126th Infantry Regiment, 32nd Division, when his own commanding officer was killed by a Japanese sniper. Huggins and his 250 out-gunned, battle-weary troops held off a battalion of Japanese jungle fighters for more than three weeks at a place now known as "Huggins Road Block." Sustaining heavy casualties, Huggins' men stood their ground, forced the enemy to retreat and opened a vital supply line in New Guinea for Allied forces.

Most Americans also have never heard of Army Staff Sgt. Herman J. Bottcher who, with just 18 men, held his position against an entrenched force of Japanese numbering in the thousands. "He was one of the bravest Americans I have ever known," said one American general.

They know little or nothing of the vital role that a handful of American and Australian soldiers played in breaking the Japanese siege of New Guinea so MacArthur would have the forces and supplies needed to retake the Philippines.

But some of you were there. Some of you know men who fought there. And some of you, like me, know someone who died there.

I remember Bill Macri, a man who was like an uncle to me. Bill and his brother were young orphans who came out of Camden, N.J., by hopping freights and hitchhiking to live with their uncle Tony in Steelton, Pa. As a 6-year-old, Bill used to take me to the coal



Nat'l Cmdr. Dominic D. DiFrancesco

breakers in his coal trucks. To me, he was the guy I looked up to.

Bill joined the Army in late 1940 and on Dec. 7, 1941, was at Schoffield Barracks. From there, he moved on to Australia and into New Guinea, where he was killed on May 1, 1944.

I know he was proud to fight for his country, and I honor his memory. One of my dreams is to walk the battlefield where he fought, and erect a memorial to him and to those who served with him.

'M TELLING you these stories because we have an opportunity to commemorate what these men did in a unique and lasting way.

We can give some of our special young people the opportunity to see what these soldiers saw, feel what they felt, and live what they lived.

Today, The American Legion, working with Northwest Airlines and the Returned and Services League (RSL) of Australia, is making this possible for a select group of young men and women between the ages of 17 and 23. With

your help, some American young people will join young Australians in a three-week journey along the Kokoda Trail, beginning in June of this year, exactly 50 years since the original trek.

They will be accompanied by historians and others as they walk the trails their grandfathers walked and learn what happened in New Guinea. When they return home, they will be able to tell others the story of the Kokoda with an understanding born of having actually been there. And by doing so, the memory of what these men did, and its significance, will not be lost to future generations.

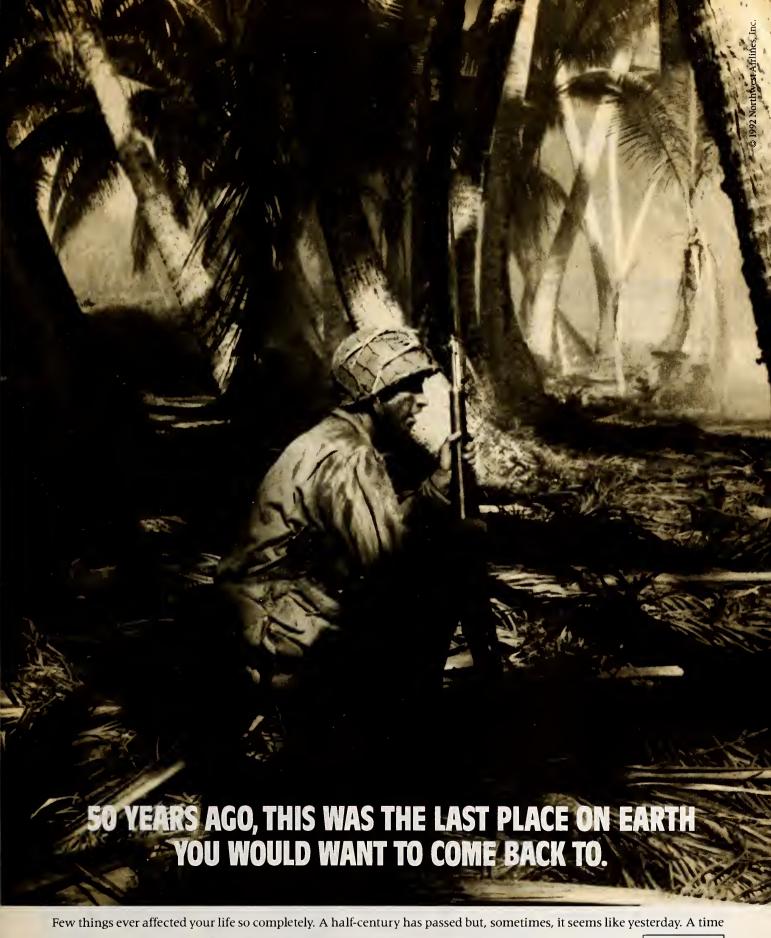
I know of no other program anywhere that offers such an opportunity for our young people to gain a real appreciation for what World War II soldiers endured to preserve the freedoms we have today.

The American Legion is the only organization that can make this happen, so we must see to it that some of our own have the opportunity to walk the Kokoda Trail.

Your Post or Unit can send a young person on this trip of a lifetime for only \$3,500—that includes everything. I know that some Posts and Units will want to send several. The RSL has reserved 500 spots for American young men and women, but we can send as many as you can sign up.

On this 19-day trip, these American ambassadors will see the Kokoda Trail as it was 50 years ago. Japanese foxholes are still untouched, and American landing craft and artillery still lie half buried in the sand where they first encountered heavy enemy fire. Rusting hulks of landing craft are offshore, only a few feet below the surface. This is a land that time has forgotten.

When our young people return home to America, they will, for the first time in their lives, truly understand the price that was paid for freedom in the South Pacific. They will know that World War



when battles were won and buddies were lost. We remember. We were there, too. And now, to commemorate those who served, Northwest is going back to Australia, Papua New Guinea, the Solomon Islands, the Coral Sea and other Southwest Pacific Theater sites. We would like you to join us. Call your travel agent or SatoTravel: 1-800-736-9899 for information. NORTHWEST AIRLINES



SHOULD CONGRESS END PRODUCTION OF THE STEALTH BOMBER?

Rep. John R. Kasich, R-Ohio

Since the conclusion of the Persian Gulf conflict, it has become fashionable for proponents of the B-2 Stealth Bomber to argue that the war with Iraq demonstrates why we must spend another \$40 billion to complete the B-2 program. I believe that based on mission requirements, the projected future mili-



tary threat, and our own serious budget difficulties, Congress acted wisely in deciding not to purchase any further B-2s in fiscal year 1992.

In the Gulf War, all U.S. military aircraft demonstrated such superiority that it is implausible to argue we need another \$10 billion for a nuclear bomber.

One of today's most popular B-2 rallying cries is that two B-2s could do the job of 75 conventional aircraft for less money. Unfortunately, those making this claim will never go so far as to say which 75 aircraft they will retire when those two B-2s come on line.

There should be no mistake about it. The B-2 was intended to be a nuclear bomber designed to penetrate the Soviet Union. And the original mission of the B-2 in the nuclear role was its purported ability to attack strategic relocatable targets such as mobile missiles. By 1990, however, then-Air Force Chief of Staff Gen. Larry D. Welch admitted that the B-2's ability to attack such targets was not a realistic near- or mid-term-capability, and would require prolonged development of advanced sensors.

The B-2's ability to perform conventional missions has been intensively publicized. We have no doubt it could perform such a mission, but we wonder about the cost-effectiveness of an \$860 million "carpet bomber" in an Iraqitype scenario, given our already abundantly demonstrated sufficiency in cruise missiles and air-delivered precision weapons.

The fact is that no one can say that the B-2 will work as it is supposed to. The General Accounting Office has reported that only 4 percent of the flight testing has been done. An April 1991 GAO report indicates completion of the flight test program has slipped from 1993 to 1995.

Whatever role the B-2 may or may not have, to head pell mell into full-scale production without adequate testing, as B-2 proponents want, is to put billions of tax dollars at an indefensible risk.

Rep. Ike Skelton, D-Missouri



Maj. George C. Marshall, the future World War II Army chief of staff, noted in 1923: "We start in the making of adequate provisions and then turn abruptly in the opposite direction and abolish what has just been done." Symbolic of this change in direction is the strong effort in Congress to kill the B-2

Stealth Bomber.

We should continue building the B-2 for two reasons: First, to realize a significant national investment in a revolutionary weapons technology. And second, to hedge against possible unfavorable world developments in the future.

Much the way the submarine transformed naval warfare in the early part of this century, stealth technology has already transformed air combat. We have entered the era of aircraft that can be tracked by radar and those that cannot. The F-117 stealth fighter was the only allied plane to operate over Baghdad in the Gulf War, and it proved itself in combat.

The B-2 represents the most advanced evolution of stealth technology. It combines the survivability of the F-117 with the payload and range of the B-52. One mission over Iraq required more than 65 aircraft to hit one target. Aircraft actually dropping bombs were less than half that number. The rest were tankers, electronic aircraft and fighter escorts. Two B-2s could have undertaken that operation. Lives and money can be saved by reducing the number of support aircraft now needed to escort unstealthy aircraft.

Those wanting to end more than 10 years work on the B-2, cite the end of the Cold War and budget deficits here at home. They focus primarily on the B-2 program's high cost. Yet, it would be penny wise and pound foolish to have completed all the engineering, tooling and production facilities, and then kill the program after building only 15 planes. Bomber funding follows a cyclical pattern. Initially high investment is followed by a longlasting payback in deterrence. Today's B-2 will be flying 35 years from now.

The world remains a dangerous place and the future is uncertain. In such an uncertain world the B-2 will provide

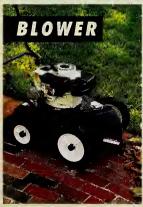
flexibility—being able to perform both nuclear and conventional operations. Let us heed George Marshall's warnings about the perils of undoing measures for the national defense.

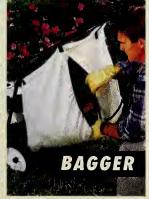
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VACUUM







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POWGate?

Television reporter Mark Sauter, coauthor of the forthcoming book, *Secret Prisoners: U.S. POWs in the USSR*, says live Americans could emerge out of Russia in the next few months.

Sauter covered the issue for Seattle television station KIRO and recently spent two weeks in Russia investigating reports of missing Americans. He says he has "smoking gun" documents, obtained under the Freedom of Information Act, that will prove the U.S. government lied and covered up about Americans left behind from World War II, Korea, Vietnam and the Cold War.

During his recent trip to Russia, financed by the National Alliance of Families, Sauter gave Russian authorities the names of 121 Americans who could be alive there. But he says the number of Americans taken prisoner by the Soviets could have reached into the thousands.

A joint Russian-American commission has been established to resolve the reports. But Sauter would like to see one of the POW investigators, recently fired by Sen. Jesse Helms, go back to Moscow to pursue live sightings.

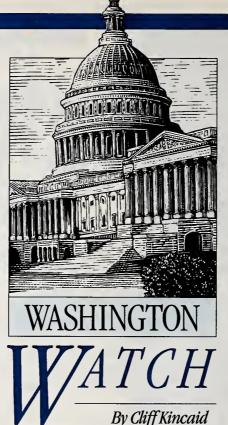
Sauter, an Army veteran, told THE AMERICAN LEGION magazine, "I never believed our government would do this. I never believed the government would abandon its people." But the evidence, he says, convinced him otherwise.

Vietnam Business

Business interests, planning massive new investments in communist Vietnam, are increasing pressure on the United States to accelerate normalizing relations now that Europe and Japan have broken the U.S.-led embargo. Karen Elliott House, a vice president of Dow Jones, publisher of *The Wall Street* Journal, signaled the stepped-up campaign in a dispatch from Hanoi, which brushed aside the issue of "dead [U.S.] servicemen." Expect to see more stories from Vietnam claiming its rulers have turned capitalist and that Americans are missing a chance to make big profits.

The New Post

Washington insiders claim *The Washington Post's* surprisingly favorable profile of Vice President Dan Quayle earlier this year reflected the influence of new executive editor Leonard Downie Jr., who took over from the controver-



sial Benjamin Bradlee. Downie is no Bush Republican but he apparently wants to give the administration a fair shake in news coverage. The Post's conservative rival, The Washington Times, jokingly called the pro-Quayle series, which reversed many of The Post's earlier judgments about Quayle, the longest correction ever run by a newspaper.

But *The Times*, the crown jewel in Sun Myung Moon's money-losing media empire, is not laughing about its own financial problems. They are so severe that media analysts speculate it might fold. *Insight, The Times'* weekly news magazine, also might fold. A high-level source admits, "the clock is ticking." But a closed *Insight* might free up Moon resources to keep *The Times* afloat a while longer.

Cozy With Communists

Look for the administration to take heat over its handling of Central American affairs, as some members of Congress make the case that the United States is getting too cozy with the communists in Central America.

Critics cite the U.S.-approved peace accord in El Salvador. It will dismantle the Salvadoran military but bring the Cuban-backed guerrillas into a new national police force.

They also note that army officers

have been sentenced to prison for their role in the Jesuit murders, but no comparable effort has been made to bring guerrilla leaders to justice for the murders of government officials and Americans. Salvadoran terrorists killed nine American servicemen, the last two as they lay wounded in the wreckage of their military helicopter.

Capitol Hill is still buzzing over reports that the U.S. Army has been caught collaborating with the Sandinista army and security forces in Nicaragua. A report that the U.S. military attache to the Amercian embassy in Managua was given a medal by Sandinista Army Chief Humberto Ortega outraged national security hard-liners. They hope to derail a reported United States plan to help the Sandinista police disarm remaining Contras and guntoting civilians.

Buchanan Shut Out?

The debut of the non-telegenic ex-White House chief of staff John Sununu as the replacement for Pat Buchanan on CNN's popular Crossfire may be more than temporary.

When Buchanan took leave to challenge President Bush in the primaries, CNN executives said he was part of the network's "family" and would be welcomed back if his campaign folded. But CNN is now dropping hints that anti-Semitism charges against Buchanan by the National Review and others have damaged him severely. Friends of Buchanan say CNN may simply be looking for an excuse to keep his aggressive conservatism off the air.

Pressure On Yeltsin

American officials are expected to press Russian President Boris Yeltsin to dismiss Yevgeniy Primakov as chief of Russian foreign intelligence. Primakov is believed to be behind the continuing Russian espionage operations directed against the United States that have alarmed FBI officials.

Make Japan Pay

Expect members of Congress to introduce legislation to pull the 50,000 American troops out of Japan unless the Japanese reimburse the United States for all the costs of keeping them there, estimated at \$7.4 billion a year. The Japanese currently pay only about 45 percent.



AMERICA'S YOUTH

N 1990, more than 376,000 children were sexually abused. Thousands used drugs. And many committed suicide. Fortunately, there is an

Fortunately, there is an organization that can help—The American Legion Child Welfare Foun-

dation, Inc.

Thanks to the compassion and generosity of Garland D. Murphy, a former Department Commander of Arkansas, The American Legion helped establish The American Legion Child Welfare Foundation, a charitable organization that has helped many young people avoid sexual abuse, avoid drugs and dismiss thoughts of suicide by funding educational programs. In 1953, the Legion's National Executive Committee approved the establishment of the Foundation and it became a reality in 1954. The organization will celebrate its 38th birthday this year.

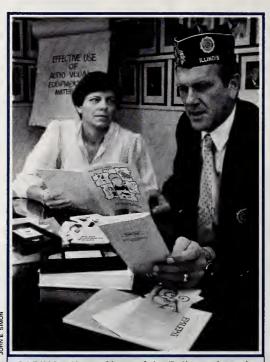
"It's impossible to say just how many children have been saved by The American Legion Child Welfare Foundation," says National Commander Dominic D. DiFrancesco. "We can't stop big-city violence, we can't rid America's streets of drug dealers, we can't put an end to sexual abuse . . . but we can reach out to our young people, educate them and show them that there is a choice."

How does the American Legion Child Welfare Foundation deliver its message?

In 1991-1992, the Foundation awarded \$373,900 to 14 non-profit organizations that work with children. Here are just a few of the many programs that this money made possible.

• As in the rest of the country, child abuse cases in New York State are on the rise. Fortunately, a \$21,000 grant from The American Legion Child Wel-

Despite the impact of drugs and abusive parents, there are ways The Legion can help kids and protect them from harm.



CARING — Karen Sloan of the Epilepsy Association of East Central Indiana reviews brochures with the Leglon's Terry Woodburn.

fare Foundation allowed The Trooper Foundation of New York State to produce 300,000 pieces of literature on child abuse, currently being distributed by New York State police officers and Legionnaires.

One Legionnaire who is actively assisting this program is Norman Williamson of the Seeley B. Parish Post

457 in Phelps, N.Y. Williamson also raises between \$1,000 and \$2,000 a year for The Trooper Foundation via state-sponsored lotteries.

"Our brochures educate children and parents about the reality of child abuse and how to prevent it," says William C. Trigg III, executive director of The Trooper Foundation. "We hope that our program will give kids more knowledge about how to protect themselves from

abuse."

• To help children understand epilepsy, The American Legion Child Welfare Foundation gave The Epilepsy Foundation of America in Landover, Md., a \$18,300 grant.

With the money, The Epilepsy Foundation of America reproduced 2,000 copies of a video entitled "I Have Epilepsy, Too." According to Ann Scherer, director of information and education, the nine-minute video features eight children between the ages of 7 and 11 who discuss what it's like to have epilepsy.

"Every study indicates that there are many serious misunderstandings about epilepsy," Scherer says. "These tapes will teach children that epilepsy and the people who have it are nothing to be afraid of."

• The National Crime Prevention Council (NCPC) in Washington, D.C., received a \$13,950 grant from the Foundation.

The NCPC used the money to produce a collection of brochures called the "We are Drug Free Teen Action Kit." Some 4,000 of these

anti-drug kits, which included information on drugs, drunk driving and tobacco, were mailed to schools and another 500 were sent to community organizations.

"Programs like ours would be impossible without the support of organizations such as The American Legion



THE BRAINWASHING

PUZZLE

By Robert McGarvey

NE after another the seven Allied airmen trooped before the whirring TV cameras in Baghdad. Each in turn denounced Desert Storm. Said Navy Lieutenant Jeffrey Zaun: "I condemn the war against peaceful Iraq." Added Marine Chief Warrant Officer Guy

Hunter: "Our leaders and our people have wrongly attacked the peaceful people of Iraq. I think this war is crazy."

Were these men brainwashed? Is it possible that, after just a few hours in the hands of a mind controller, we can be transformed into somebody entirely different?

Just asking those questions provokes a worried fear and, with it, memories of the Korean War where several thousand U.S. POWs underwent prolonged torture and brainwashing. When that war finally ended, some 20 U.S. POWs refused repatriation to the United States, saying they preferred life in a communist regime.

The Manchurian Candidate jumped to the top of the best-seller lists and anxieties about "sleepers"—brainwashed men who would act only at a later date—rocked the press, university research labs, and government. That was a generation ago. However, in the PAIN AND

ISOLATION

CAN FORCE

"CONFESSIONS."

BUT CAN BASIC

BELIEFS BE

ERASED IN

HOURS?

intervening years, brainwashing tumbled from public awareness until—the Baghdad parade of Allied POWs.

Can brainwashing, in fact, occur?

Maybe so, but the facts are not always what they appear to be, according to retired Navy Vice Admiral James B. Stockdale, a Medal of Honor recipient who endured seven years as a POW in Vietnam.

"Pain, fear, isolation can prod a man into doing things he wouldn't otherwise do. That's not the same as brainwashing," says Stockdale. "Americans are fascinated with brainwashing because it lets us be more comfortable with the fact that a man was forced to do this or that. And you can be forced—don't think you cannot. In Vietnam, we [POWs] all gave up something and, afterwards, we dealt with what we did. We didn't take an easy route out by saying we'd been brainwashed."

"As men, we like to think of ourselves as being able to resist all that pressure," adds psychotherapist Jack Smith, former director of the Department of Veterans Affairs Center For Stress Recovery. "We men have a great deal more difficulty acknowledging our frailty and what happens with pain."

Much the same is reported by Dr. William Shadish, a Redding, Calif., physician who was a POW in Korea for 33 months. "Brainwashing did not happen in Korea. The communists tried to do it; they were very unsuccessful." Vivid proof is that while there was the

TORTURED — For several days, Iraqis starved, blindfolded, denied sleep and beat Marine Chief Warrant Officer Guy Hunter.

Robert McGarvey is a free-lance writer who contributes frequently to this magazine.

CITIES ABC NEWS



handful who elected to stay behind when the war ended, the vast majority of the 7,140 American POWs returned home.

"Maybe the reason why those few didn't immediately return is even simpler than brainwashing," says Shadish. "The explanation is collaboration, not brainwashing. Those men didn't return home because they knew they better not—they'd been told as much by their fellow POWs," he says.

"Fact is, it's easy to 'break' another person," says Sen. John McCain of Arizona, who spent almost six years as a POW in Vietnam. "Forty-eight hours is sufficient time. With a skilled interrogator, no food, no sleep or water, you can get a statement."

"But achieving conversion to a cause or way of life is an entirely more complex matter," says British researcher William Sargant, whose book, *Battle for the Mind*, is a classic on the subject. "It is one thing to make the mind of a normal person break down under intolerable stress, eradicate old ideas and behavior patterns, and plant new ones in the vacant soil," says Sargant. "It is quite another to make these new ideas take firm root."

Vivid proof of Sargant's point came when Desert Storm ended. Upon release, Allied POWs swiftly recanted any denunciations of the war and they also told why they said what they did. Hunter, for instance, reported that he'd been kept blindfolded, starved, denied sleep and beaten for several days. "I felt pure terror," says Hunter, and that was when he agreed to step before the cameras.

Does all this mean we can breathe easily, that brainwashing is a myth? Don't leap to that conclusion just yet. While brainwashing may not happen with any frequency in a POW camp, in everyday life—where defenses are dropped—there's a more worrisome story to tell.

RAINWASHING is a reality, a fact of life. We like to think it cannot happen, baloney!" says Los Angeles mind researcher Jim Takacs, who participated in the Air Force's post-Korea brainwashing investigations. "Just as we can program computers," adds Takacs, "we can program human beings. That's the threat. But as big as that threat is, the bigger problem is, people have black-balled the very concept. We need to stop running away from it and study it. That's the only way to fight it."

As a starting point, Philip Zimbardo, a Stanford University psychology professor, tells how not to brainwash a person; and that's to rely on sophisticated technology. Granted, "exquisite

torture devices, electroshock therapy, mind-altering drugs, hypnosis and sensory deprivation have all been used to get targeted persons to do the bidding of various agents and agencies of control," write Zimbardo and co-author Susan Andersen in USA Today Magazine. While such attempts may succeed over the short term, they invariably have failed over the long term.

For proof, Zimbardo points to CIAsponsored brainwashing experiments in Canada during the 1950s. Led by Montreal psychiatrist Dr. Ewen Cameron, the research exposed some 100 unsuspecting patients to the full range of advanced techniques-from mind-bending drugs through sleep deprivation and round-the-clock listening to brainwashing tapes. While a number of patients apparently suffered lasting brain damage (and eventually were awarded compensation by the U.S. government for their unwitting participation in the research), none emerged from the experiments brain-

"They tried to change people's thoughts by putting them into a state of complete confusion, but it didn't work," says Leonard Rubenstein, an attorney who represented the former patients in their suit.

So how does brainwashing occur? "When it happens, it's so smooth you don't even know it's going on," says Dr. Shadish.

According to Zimbardo and Andersen, "Effective mind control exists in the most mundane aspects of human existence: the inner pressure to be bonded to other people; the power of group norms to influence behavior; and the force of social rewards such as a smile, praise, a gentle touch. It is people in convincing social situations, not gadgets or gimmicks, that control the minds of other people."

For instance, recent history's most publicized case of successful brainwashing, the Jonestown mass suicides. They involved nothing magical, nothing high-tech. Most of the 912 People's Temple members willingly swallowed the poisoned drinks and they did it because of those "group pressures" Zimbardo and Andersen warn about.

More commonplace are the tens of thousands of battered women who refuse to leave the men who beat them, or the employees at universities—whose employers routinely over charge the government for work performed.

Please turn to page 50



FREE CHOICE—Only 20 Korean War POWs stayed behind. Many say It was collaboration, not brainwashing. Above, ex-POWs arrive in San Francisco.

18



HELL BEGINS — This photo's original caption said: "The bearded, weary heroes of the epic defense of Corregidor, rock fortress of Manila Bay, being marched away to captivity." One sixth died in the march.

THE BATAAN DEATH MARCH

THE OFFICIAL PRESS RELEASE

HE FACTUAL and official story of how the Japanese tortured, starved to death and sometimes wantonly murdered American and Filipino soldiers who had been taken prisoner on Bataan and Corregidor was jointly released last night by the Army and Navy.

This report deals exclusively with the records of Navy Cmdr. Melvyn H. McCoy, Coast Artillery Corps Lt. Col. S.M. Mellnik and Army Air Corps Lt. Col. William E. Dyess, all of whom escaped from the Philippines after almost a year as Japanese prisoners. After he made his statement to the War Department, Col. Dyess was killed in a crash of his fighter plane, while he was preparing to go

EDITOR'S NOTE

The Japanese completed their World War II conquest of the Philippines by brutally overtaking the Bataan peninsula in April 1942. They captured 600,000 American and Filipino prisoners and marched them 70 miles without food, water or rest. Over 100,000 died. When the survivors were liberated, their story, "The March of Death," was compiled in this War Department press release, dated Jan. 27-28, 1944. No ordinary handout, it told a shocked nation an unforgettable story of horror and courage. We thank free-lance writer Therese Whitbeck, of Omaha, for the hours of research that uncovered this historic document.

back and fight the Japanese.

These three officers stated that many more American prisoners of war died—mostly of starvation, forced hard labor, and general brutality—than the Japanese ever reported. At the Camp O'Donnell prison, about 2,200 American prisoners died in April and May 1942. Still heavier mortality occurred among the Filipino prisoners of war at Camp O'Donnell.

The calculated Japanese campaign of brutality against the battle-spent, hungry American and Filipino soldiers on Bataan began as soon as they surrendered

In what was thereafter known among its survivors as "The March of Death," U.S. and Filipino prisoners were marched in groups of 500 to 1,000 men, along the national road off Bataan

DE WORLD

DEATH MARCH

toward San Fernando in Pampanga Province. Those marchers who still had personal belongings were stripped of them; the Japanese slapped and beat them with sticks, as they marched along without food or water on a scorchingly hot day. Col. Dyess gave this description:

"A Japanese soldier took my canteen, gave the water to a horse, and threw the canteen away. We passed a Filipino prisoner of war who had been bayoneted. Men recently killed were lying along the roadside, many had been run over and flattened by Japanese trucks. Patients bombed out of a nearby hospital, half dazed and wandering about in pajamas and slippers, were thrown into our marching column of prisoners. What their fate was I do not know. At 10 o'clock that night we were forced to retrace our march for two

hours, for no apparent reason.
"Before daylight the next morning, the eleventh, we were awakened and marched down the road. Japanese trucks speeded by. A Japanese soldier on one of them swung his rifle and knocked an American prisoner unconscious beside the road.

"Through the dust clouds and blistering heat, we marched that entire day without food. We were allowed to drink dirty water from a roadside stream at noon. Some time later three officers were taken from our marching column, thrown into an automobile and driven off. I never learned what became of them.

"Our guards repeatedly promised us food, but never produced it. The night of the eleventh, we again were searched and then the march resumed. Totally done in, American and Filipino prisoners fell out frequently, and threw themselves moaning beside the roadside. The stronger were not permitted to help the weaker. We then would hear shots behind us.



LONG ROAD—Americans prepare to march (top); near the end, they carried comrades in improvised stretchers.

•••••••

"Throughout the twelfth, we were introduced to a form of torture which came to be known as the sun treatment. We were made to sit in the boiling sun all day long without cover. We had very little water. Many of us went crazy and several died. The Japanese dragged out the sick and delirious. Three Filipino and three American soldiers were buried while still alive.

"On the thirteenth, each of those who survived was given a mess kit of rice. We were given another full day of the sun treatment. At nightfall, we were forced to resume our march. We marched without water until dawn of April 14, with one two-hour interval when we were permitted to sit beside the roadside.

"The very pace of our march itself was a torture. Sometimes we had to go



20 THE AMERICAN LEGION





MERICAN POWs died mostly from starvation, forced hard labor and brutality.

very fast, with the Japanese pacing us on bicycles. At other times, we were forced to shuffle along very slowly. The muscles of my legs began to draw and each step was an agony.

"I made that march of about 85 miles in six days on one mess kit of rice," said Col. Dyess. "Other Americans made 'The March of Death' in 12 days, without any food whatever. Much of the time, of course, they were given the sun treatment along the way."

The prisoners taken at Corregidor, among whom were Cmdr. McCoy and Col. Mellnik, had no experience quite like the death march. But after the surrender, the 7,000 Americans and 5,000 Filipinos were concentrated in a former balloon station known as the Kindley Field Garage area—by that time only a square of concrete about 100 yards to the side, with one side extending into the water of the bay.

The 12,000 prisoners, including all the wounded who were able to walk, were kept on this concrete floor without food for a week. There was only one water spigot for the 12,000 men and a 12-hour wait to fill a canteen was the usual rule. After seven days the men received their first rations—one mess kit of rice and a can of sardines.

The Corregidor prisoners were forced to march through Manila on May 23, 1942, having previously been forced to jump out of the barges which brought them over from the island while they were still a hundred yards from the beach. Thus, said Col. Mellnik, "we were marched through Manila presenting the worst appearance possible—wet, bedraggled, hungry, thirsty, and many so weak from illness they could hardly stand."

There were virtually no water facilities at Camp O'Donnell. Prisoners

stood in line for six to ten hours to get a drink. They wore the same clothing without change for a month and a half.

After the prisoners had been at Camp O'Donnell for one week, the death rate among American soldiers was 20 a day, and among Filipino soldiers, 150 a day. After two weeks, the death rate had increased to 50 a day among Americans and 500 a day among Filipinos. To find men strong enough to dig graves was a problem.

One dilapidated building was set aside and called a hospital. Hundreds of men lay naked on the bare floor without covering of any kind. There was no medicine of any kind. The doctors had not even water to wash human waste from their patients. Some afflicted with dysentery remained out in the weather near the latrines until they died.

Men shrank from 200 pounds to 90. They had no buttocks. They were human skeletons.

The Japanese promised medicines, but never produced them.

The sick, as well as those merely starving, were forced into labor details by the Japanese. Many times, men did not return from work. By May 1, 1942, only about 20 out of every company of 200 were able to go on work details. Many died in the barracks overnight. Frequently, for no apparent reason, the prisoners were forced to line up and stand in the sun for hours.

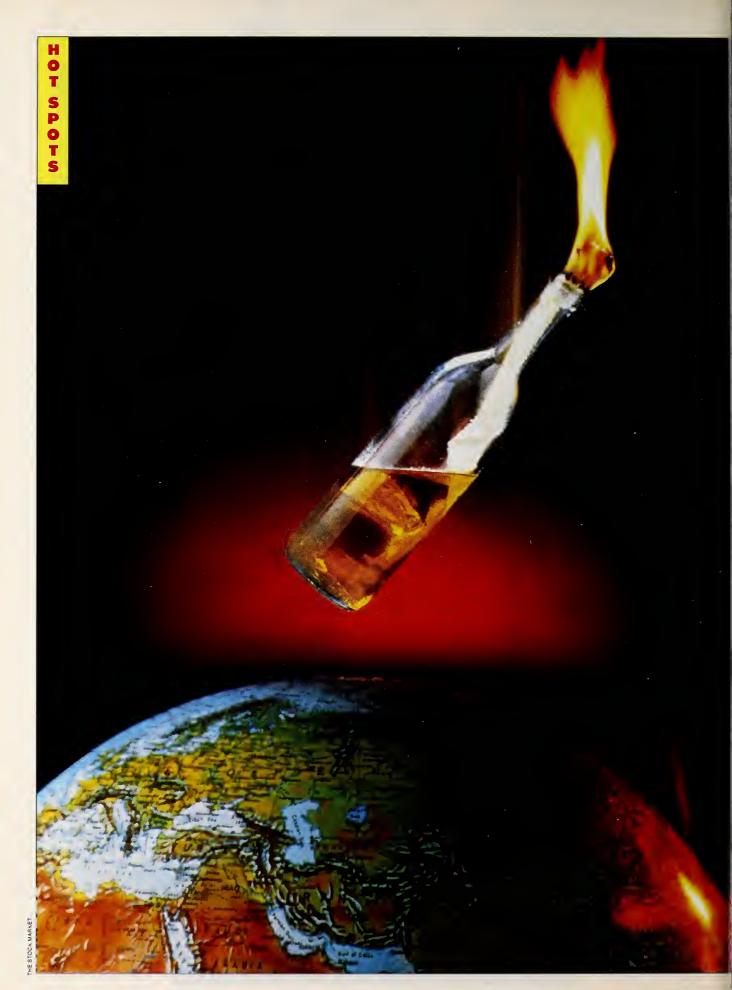
Around June 1, the American prisoners at Camp O'Donnell were separated from their Filipino comrades in arms and moved to Cabanatuan Concentration Camp in Luzon. There, Col. Dyess joined Col. Mellnik and Cmdr. McCoy.

Conditions at Cabanatuan were slightly improved—there was adequate drinking water, and muddy seepage wells provided water for bathing.

Rice remained the principal diet at Cabanatuan. On one occasion the Japanese gave the American prisoners three chickens for 500 men, and on another occasion, 50 eggs for 500 men.

Officers were not forced to work at Cabanatuan, but men were literally worked to death. It was not unusual for 20 percent of the enlisted work detail to be worked to death. In one instance, 75 percent were killed that way.

The death rate at Cabanatuan for June and July 1942 was 30 Americans a day, according to the sworn statements of the three officers. The rate for August 1942 was more than 20 a day.



22

TWELVE

HOT SPOTS

THAT THREATEN WORLD PEACE

Experts expect the world to shift from superpower confrontation to guerrilla warfare. Cheap, but high-tech, weapons will help spread terrorism. And old allies may emerge as new enemies.

By Steve Salerno

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HILE last year's remarkable turn of events in the Soviet Union would bode well for world peace, most experts agree it's a bit early to begin talking about Utopia or the advent of President Bush's "new world order."

According to Sen. Hank Brown of Colorado, the old Soviet republics still "retain a thermonuclear force that is dramatically

bigger than our own," even though they have forsworn the aggressive communist policies that gave rise to America's military fears.

More important, military analysts have long believed that many of the gravest threats to America's future security were never likely to emanate from the Kremlin anyway. That's because the theory of mutually assured destruction—they kill us, we kill them—was unthinkable for both superpowers.

Quite a different picture emerges when you assess the growing roster of Third World countries, and even individual political factions, who have or soon will attain the means to deploy ultra-modern weapons and terror networks.

Experts anticipate a shift away from direct military confrontation and toward more guerrilla-type actions, says

Steve Salerno frequently writes for THE AMERICAN LEGION magazine from California.

Massachusetts Sen. John Kerry, who chairs a congressional subcommittee dealing principally with threats of this nature.

As always, the Mideast is a particular hotbed of such activity.

The new and frightening part is that anti-American Middle Eastern factions no longer need to use the Soviet Union as a surrogate in their battle against "The Great Satan." In the past, a nation like Syria spent much of its time trying to orchestrate a military showdown between Washington and Moscow, using oil-related issues or the Arab-Israeli conflict as a catalyst.

In coming years, however, technology will allow even the smallest Mideast entity, acting on its own, to do significant damage to the United States and its global interests. Plus, there are fears that former Soviet nuclear scientists may hire themselves out to the highest bidder.

What's more, many of these rabid groups—unlike Moscow—are all too ready to sacrifice the lives of thousands or millions of their own fellow citizens to prove a point—as Saddam Hussein amply demonstrated during the Gulf War.

Of course, the threat is not limited to the Middle East.

Throughout the globe, in years to come, "you'll see factionalized groups using terrorism as a tool to make a statement," says Kerry. The goal of these groups would not be to engage the United States in battle, but merely to "get our attention." Self-defense in these instances would be less like fighting a war and more like hunting down a particularly fiendish serial killer.

Combating this threat is made more difficult by the continuing process of global decentralization. As additional countries achieve self-government, it becomes that much harder for the superpowers to monitor or control covert activities worldwide.

The increasingly sophisticated and deadly guerrilla actions that experts foresee include eco-terrorism, biological or chemical assaults on civilian populations, and the use of electromagnetic pulse (EMP) devices to disable vital computer networks.

Robert Kupperman, senior adviser at the Center for Strategic and International Studies in Washington, D.C., says the irony here is that "we're training many of these

people. They come here as foreign exchange students or through work-study programs, then they take their engineering or scientific know-how back home with them."

The new world order is still very hazy, and you can't tell the good guys from the bad guys without a scorecard, updated weekly. But here are what the experts currently say are the most likely threats to world peace.

BRAZIL: Third World politics meets 21st Century weaponry.

Brazil stands at, or perhaps, over the threshold of nuclear capability. The South American giant is believed to have at least a working prototype of a nuclear device, and thanks in part to our own NASA is well on its way to perfecting a credible delivery system. Even though U.S.-Brazil relations have been generally cordial, unstable wings in the Brazilian military could pose a threat if they undertake a coup d'etat.

Brazil also has served as an arms conduit for other South American nations seeking to become militarily sophisticated.

President Fernando Collor de Mello has promised to clamp down on this illicit weapons activity. But given the nation's economic problems and overwhelmingly negative balance of trade, there's a strong financial incentive for Brazil to continue in this area.

Finally, Castro's agitators (see below) are hard at work in Brazil, nurturing anti-Americanism.

What to watch for: Increased anti-American rhetoric; political inroads by the socialist party or communist sympathizers.

THE CAUCASUS: A cornucopia of dangerous variables.

This region of South Central Asia is a cluster of discontent, featuring three breakaway Soviet republics—Georgia, Armenia and Azerbaijan—which themselves comprise four additional mini-nations.

And they all want autonomy.

"A mess on a map" was how the *The Economist* recently described the problems of the Caucasus. Its a haphazard jumble of creeds and cultures, freedom-seekers and old-style militarists, overlaid upon widespread civil unrest and a woeful economy.

None of the nations get along very well with each other, nor with Turkey, the region's closest Western neighbor, or the Russian Republic itself.

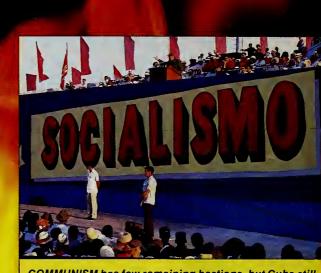
One Georgian general created a stir last year by issuing a cryptic warning: If the region ever was to erupt in all-out violence, said the general, "no one should think that we wouldn't take others down with us."

These kinds of Cold War doomsday threats must be taken seriously because of the large number of tactical nuclear weapons believed to be stockpiled and deployed there, intended for use against NATO.

Russia has promised that any weapons located in outlying areas of what was once the Soviet Union, will remain under central control. However, local instabilities could play havoc with such intentions—especially in light of recent doubts about Moscow's authority over its troops in matters of internal security.

An added factor is the region's relatively high Muslim population and the natural sympathies of those people toward Arab nations. Desert Storm was not well received in certain areas of the Caucasus.

The big question: Can we depend on these evolving



COMMUNISM has few remaining bastions, but Cuba still promotes its brand of socialism.



VOLATILE FACTIONS, such as these Shiite self-flagellators, may again ignite Lebanon.



TERRORISM, sponsored by Libyan dictator Qaddafi (protected here by his Elite Guard) and others, won't stop.



ETHNIC STRIFE cripples the old Soviet Caucasus. These Azerbaijan protesters want to join Iran.



NATIONALISTS, including these neo-Nazis, urge Germany to reclaim its world place.



MILITARISM grows in Japan, where economic might is more powerful than parading weapons.

nations to remain friendly and rational amid their own, allpervading socio-political strife?

What to watch for: Civil war, entailing one or more coups of the sort that toppled Gorbachev.

CUBA: Still just 90 miles away.

The widening perception of Fidel Castro as something of a benevolent old "teddy bear" may be a fatal mistake. "Castro is a dictator with a dictator's mentality," observes Sen. Brown, noting that Castro may well see Cuba as the last bastion of true communist doctrine. At the same time that relations between the United States and the Soviet Union are improving, Cuba is stepping up its infiltration activities, channeling both supplies and subversive expertise to antidemocracy insurgents throughout the Western hemisphere and as far away as Angola.

Cuba has also played a leading role in the trafficking of sophisticated armaments as well as weapons-grade materials banned under the Nuclear Nonproliferation Treaty of 1968.

What to watch for: Increasing Cuban operations in politically unsettled areas of South America and Africa.

GERMANY: Reclaiming its "rightful" place in world affairs?

There are ominous signs that a revitalized nationalism is brewing in this reunited industrial power.

"For every European problem there should be a European solution," Germany's foreign minister, Hans-Dietrich Genscher, recently stressed. It was part of a geopolitical program that observers interpreted as a call for Europe to move away from its American influences, thus allowing Germany to reclaim its "rightful place" in European affairs.

As if to underscore the point, Germany and France have established a 50,000-man joint army that apparently will operate independently of NATO.

Those same nations have shown contempt for international restrictions on the proliferation of weapons of mass destruction. In Germany, the violations have occurred at both the corporate and government levels. Thus, analysts are left wondering whether German leadership values profit over principle.

Observers also point to a small, but increasingly vocal, neo-Nazi movement among Germany's youth.

What to watch for: A growing tide of militarism, accompanied by an ongoing disdain for nonproliferation codes.

IRAN: The (ill) will of the people knows no bounds.

The good news here is the Rafsanjani governments seeming intent to gradually break ranks with the harsh policies of Khomeini.

The bad news is the will of the Iranian people, who traditionally have been among the most volatile Mideast factions in terms of anti-Americanism. The burning of U.S. flags and presidential effigies has become commonplace in latter-day Iran.

Iran's greatest threat is its demonstrated willingness to support provocative military confrontations into which the United States could be drawn. Iran will aggressively sponsor terrorism, according to Kupperman, and when the chips are down, will team with arch-enemy Iraq against U.S. interests, as we saw at the outset of Desert Storm. As Iran continues to make scientific progress, "there is no telling what Iranian

GREED, EGOS AND THE DECLINE OF AMERICAN BUSINESS

Business served us well until the last decade.
Now it is at a crossroads, argues business expert
Robert Waterman Jr. Can it create long-term wealth
for the nation or just short-term profits for a few?

HE book swept through corporate America and beyond like a prairie fire. It sat atop *The New York Times* best seller list for 40 weeks in 1982, and to date has sold more than 5 million copies.

In Search of Excellence dealt with business, but in a way that turned on even the most stodgy executives. Robert Waterman and his co-author, Tom Peters, profoundly changed the way millions view the workplace. They argued that the most successful companies were exciting places to work. These firms let people take chances; backed "champions" of new products and ideas; encouraged human values; and made money to boot.

Today, Waterman says attaining excellence is much tougher, international competition is stiffer, and conventional organizations no longer act fast enough to deal in this global marketplace.

Then there's the question of whether business itself can be trusted. In the 1980s, the banking industry was rocked by scandal and American corporations pursued debt-ridden mergers and acquisitions that enriched a few at the expense of many.

A Denver native, Waterman heads his own management consulting firm in San Francisco and sits on the boards of several major corporations. His latest book, as yet untitled, analyzes the human dimension of American business organizations. It will be released this fall. Waterman spoke with The American Legion magazine about the past, present and future of American business.

American Legion Magazine: Given all the mergers and leveraged buyouts of the 1980s, the tremendous competition from Japan and Europe, and now a recession, where does American business now stand?

Bob Waterman: At a crossroads. The system of business organization that we've been using for more than a century has served us well. American companies produced goods in quantity, and in general delivered them cheap. Factories and assembly lines hummed thanks to a well-defined division of labor, specialization of tasks and lots of management control.

The profit motive spurred investment and innovation, the products of which have allowed us to enjoy one of the highest living standards in the world. The problem, and the reason we're at a crossroads, is that in a lot of ways that system is now starting to break down.

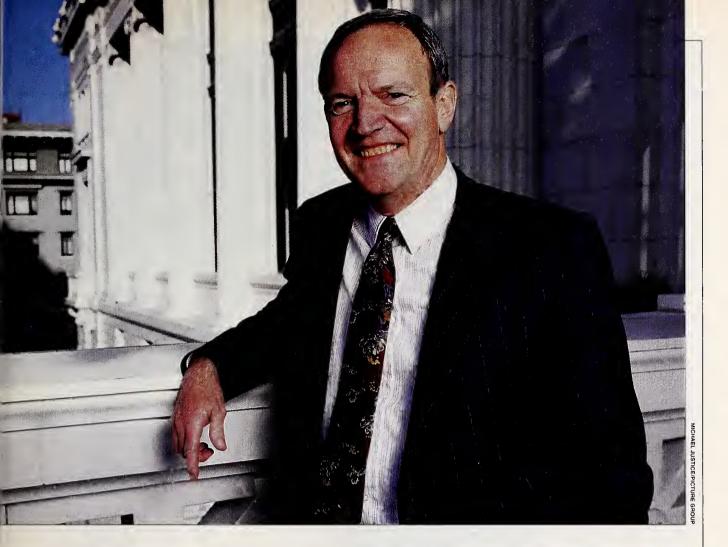
Q. What's so different about today? Despite some failings in the educational system, aren't we still substantially the same nation, and in fact the only remaining superpower?

The United States certainly is that. But I don't believe that many people truly realize that on the economic front, just how easy the United States had it after World War II. We were the major power in a world that experienced mostly unhindered economic growth.

A lot of critical American industries, from transportation to banking, were protected by government regulation. Executives could make all kinds of fundamental business errors, sell products that were merely adequate, bloat companies with large staffs, and the growth and regulation allowed them to make money despite their mistakes. It's no wonder that we grew smug and complacent.

Q. And then...?

And then the Japanese came to the fore in the 1970s and 1980s, especially in autos and consumer electronics. For one thing, Japan engaged in trade practices that in some



cases wouldn't be legal in the United States, but which gave them a world advantage.

Perhaps more important, they started to beat American firms because of their emphasis on quality.

For example, at a time when televisions frequently broke down early in their life and were hard and expensive to repair, one of America's top television makers believed it had a breakthrough with a set that was easy to fix. A technician could just slide out the busted part and put in a replacement. But the Japanese developed televisions and other electronic goods that rarely broke in the first place.

Consumers are smart. They buy quality. Only in the past few years have American companies realized that it takes total quality to compete internationally.

Q. Are you suggesting that American companies behave like Japanese organizations?

In the quest for total quality, but not organizationally. Most Americans would feel stifled in a Japanese company culture, where everyone has to blend in; or as the old metaphor goes, be the nail that's hammered down. But oddly enough, in some ways that's just how American companies have treated workers for a century.

Under the command-and-control system of management, the boss gave detailed orders that workers were supposed to follow, without variation or thought. Managers ostensibly had the big brains. In reality, it's the down-line people, the employees closest to the work, who know more about how to Please turn to page 58

HIGHLIGHTS

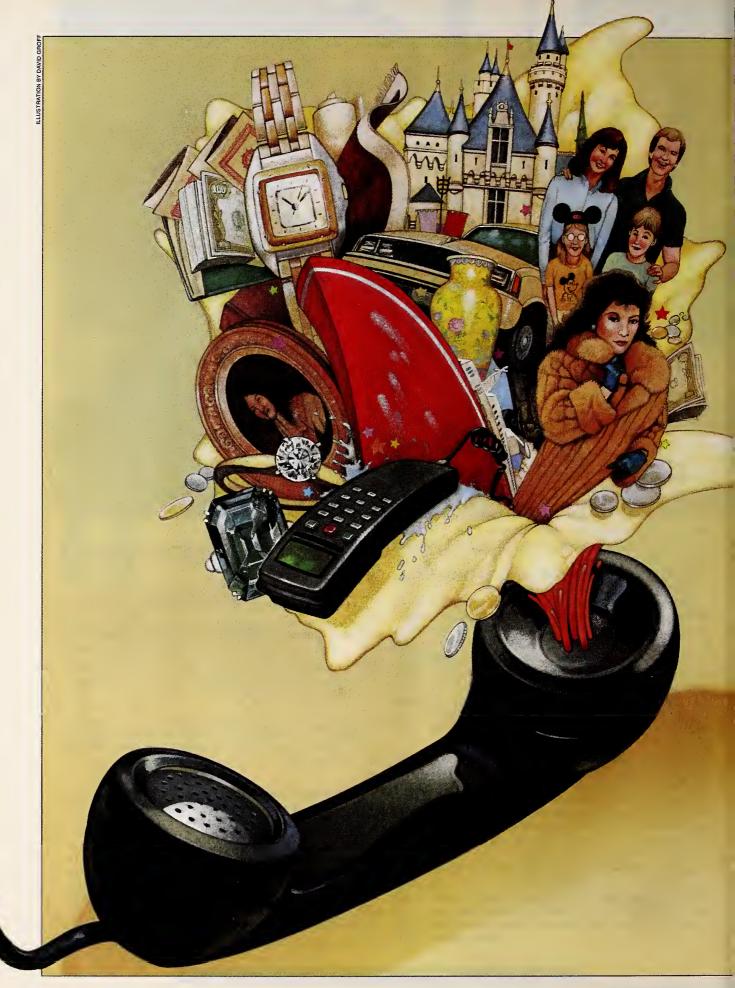
Robert Waterman On...

The American attitude: "I don't believe that many people truly realize, that on the economic front, just how easy the United States had it after World War II...we grew smug and complacent."

Workers: "Shouldn't management treat people as an asset more important than a steam boiler?"

Free enterprise: "A system that's as free as ours tends to produce opportunities for opportunities."

Greed: "Some of the brightest minds in the country could and should have been working on creating wealth. Instead, they removed it from the system and put it in their pockets. Real wealth got destroyed."



PHONE GALLS

The Billion-Dollar Wrong Number

By Kathy Egan

HE PHONE rings just as you're getting settled in your favorite chair after a hearty dinner. It's a salesman calling—some guy who needs "only a few minutes" of your time. You try to let him down easy, as politely as possible, but he doesn't get the message. So, you hang up.

Sound familiar? Welcome to the maddening—and sometimes criminal—world of "junk phone calls."

If calls from pesky, persistent

Free-lancer Kathy Egan writes from California.

peddlers bother you, you're not alone. According to an *Inc.* magazine survey, 83 percent prefer not to receive junk phone calls; 41 percent cut these calls short; and 26 percent just hang up.

But the calls keep coming.

Why does the sales business rely so heavily on telemarketing?

It's basic economics. With the cost of an in-person sales call hovering at \$400 in many industries, a 50-cent phone call is an extremely cost-effective sales tool.

Thanks to new technology, telemarketers are a new breed of electronic pitch men. They can place junk phone calls that are nearly impossible to avoid. And the chances are, the phone call will be computer dialed, and you'll be listening to a recorded message. Even people with unlisted numbers are at their mercy. What makes it worse, these computer messages tie up your phone until the sales pitch has been completed, whether you hang up or not.

The Federal Communications Commission (FCC) considers this line-seizing to be illegal. Nevertheless, some firms continue to do it.

For Alan Schlesinger, a Boston-based attorney, going after firms that use junk phone calls became a crusade. He spent five years trying to have his name purged from the cold-calling sheets used by some major brokerage houses. Schlesinger waged a legal battle that resulted in an invasion-of-privacy finding against one company.

However, two weeks after an injunction was issued, Schlesinger received another call from that brokerage house. Back to court he went.

Junk phone calls often market items and services that sound good over the phone but are actually worthless. Are they really this bad?

"It's the biggest single problem in consumer protection today, without question," says Dale Sekovich of the Federal Trade Commission (FTC).

Although perhaps \$100 billion worth of products change hands via legitimate telephone sales, consumers are also being bilked out of more than \$1 billion per year, according to FTC figures. Other estimates run much higher. Noted consumer advocate Betty Furness maintains that American citizens are losing as much as \$1 million an hour to shady telemarketing operations.

Some of these losses result from outright fraud. In 1988, a California telemarketer was sentenced to six years in prison for his part in a "special give-away" scheme.

His marks were told they had been randomly selected to receive one of five prizes, including a car and a Caribbean vacation. All the lucky consumers had to do was ante up \$962 apiece to avoid gift taxes on their winnings. Needless to

Please turn to page 62

Con Men Call Person-To-Person

YOU DON'T need a telephone to be scammed. It can be done face to face, eye to eye.

When 84-year-old Grace Singletary heard the salesman's assurance that he was "a native Nebraska boy brought up with high morals," the Dawson, Ga., widow knew she couldn't go wrong. She invested \$20,000 in a film company that was a sham. Singletary lost her nest egg.

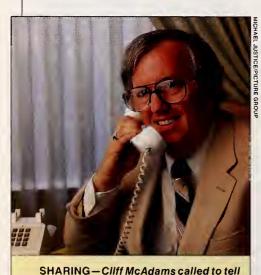
There's no shortage of cons—investment swindles alone plunder \$40 billion a year. Even when the nation's economy flounders, tough times are boom times for con artists. "The field is especially fertile in recessions," says Scott Stapf, director of Investor Education with the National Association of State Securities Administrators.

Don't think you will never fall for a con. "We consistently find the most cautious people—individuals who would never consent to surgery without consulting several doctors—are often the easiest prey for con artists," says Stapf.

The sales pitches are "very Please turn to page 63

Children OF THE WALL

Started two years ago, the support group, In Touch, has helped children learn more about their fathers who were killed in Vietnam.



Wende about her father's last mission

aboard the USS Enterprise.

By Gurney Williams III

ENDE Ruffin could feel the anxiety build as the days approached June 18, 1991. That was the day she would be exactly the age of her father when he died after a surface-to-air missile struck

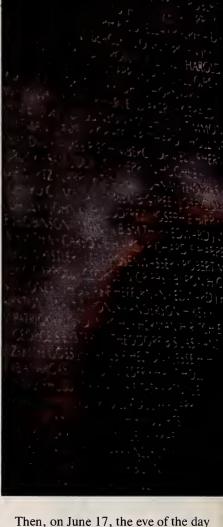
his Navy F-4 jet fighter and he crashed into the sea off the coast of Vietnam.

But a three-year-old group, called "In Touch," helped Wende as it helped scores of other relatives of men killed in Vietnam to deal with pain and grief decades after their losses.

"I had a great sense of mortality," Wende says, as time swept her toward the age when her father, James Thomas Ruffin, died: 25 years, one month and two days. As June 18 approached, though, she began living a little recklessly. She says today that she was testing fate to see if she was supposed to survive longer than her dad.

One day, she found herself racing her car up the entrance ramp to a Washington highway. "I felt as if I was in a plane, taking off," she says. She wasn't suicidal, she adds. "It was an exciting rush." But for the first time in her life, "I was living dangerously."

Gurney Williams III is a New York journalist who regularly contributes to this magazine.



Then, on June 17, the eve of the day she had long feared, the Ruffin family got a surprise call from a stranger.

Cliff McAdams of Cerritos, Calif., telephoned out of the blue to say he had known Wende's father on the aircraft carrier USS Enterprise. In fact, McAdams told her he had chatted with him on the night before his last flight.

As McAdams told his story to her, "I just cried," Wende says. "I hadn't cried in the longest time." McAdams said that Jim Ruffin had been excited that night about becoming a father. Wende would be born three months after his plane went down.

"That touched me a whole lot," Wende says, because her family had always made a big deal about departures. They had always walked friends or family members to the car, waving to each other, hollering goodbye, goodbye. "To think that someone said goodbye to him," Wende says. "And he was really excited about the baby," about Wende herself, the daughter he would never see.

The call never would have come if it hadn't been for the work of In Touch, a



group of survivors of Vietnam veterans. The group's director was Wende's mother. Three weeks before the call from McAdams, Wanda Ruffin had appeared on ABC's "20-20" TV show to talk about another meeting the group had fostered between survivors. McAdams had seen her on the show and wondered if she was any relation to his friend, Jim.

In Touch began in 1989, thanks to the work

of Tony Cordero of San Pedro, Calif. His father, Air Force Maj. William Cordero, was reported missing in 1965. Tony was 4 years old at the time. For years, he and his family clung to the hope that one day his dad would drive home. But in 1969, he watched from his mother's bedroom window as a car carrying two strangers arrived to say that a recon plane had found the wreckage of Cordero's bomber in the dense

jungle at the Vietnam-Laos border. There were no survivors.

killed in

Vietnam

touch

the past

to find

peace in

the present.

After the 20th anniversary of his father's funeral at Arlington National Cemetery, Tony Cordero—a father himself, with two young children at the time—realized he was about to outlive his dad. He wondered whether other sons and daughters of Vietnam veterans had the same feelings, like the still-lingering, irrational hope that

someday his father would show up and they could compare notes on being a parent, and go to a ball game together.

Cordero called the Friends of the Vietnam Veterans Memorial, a private Washington, D.C.-based group that helps take care of The Wall. The group offers rubbings of names on The Wall to anyone who calls, without charge. Wanda Ruffin answered Cordero's

LEGACY OF LOVE — Wende Ruffin and other Vietnam veterans' children learn about their fathers through In Touch.

phone call and agreed to help him get in touch with other surviving sons and daughters of Vietnam veterans. Out of that phone call, In Touch was formed.

Cordero says today some 650 sons and daughters belong to In Touch. Wanda Ruffin says the group has helped some 250 families, friends and fellow veterans to find each other.

One was Danielle Sanville, whose father died two decades ago. She learned through In Touch contacts that her dad had printed her name and her mother's and sister's on his helmet. A friend of her father told her that her dad used to brag, "The guys must think I'm quite a lover, and I am because I sure do love my girls." When she heard the story, Danielle felt she'd gotten a message from her father, loud and clear. "It was my dad's way of telling me he loved me," she wrote In Touch. "Only I didn't hear it for 22 years."

THE VA HOME LOAN

YOU CAN DO IT AGAIN

By Lew Sichelman

F YOU'VE already had a mortgage that's guaranteed by the Department of Veterans Affairs (VA), you're not alone. An estimated 13.1 million veterans, about one-third of the nearly 29 million former GIs who are eligible, have taken advantage of the program since it was established by the Servicemen's Readjustment Act of 1944, better known as the GI Bill.

(The Legion-written and supported GI Bill was directly responsible for creating the GI Home Loan program. The Legion believed veterans deserved a break getting decent housing in return for their World War II service.)

But just because you've used the VA guaranty once, doesn't mean you can't use it again to buy a new house or refinance the old one. In fact, you may be eligible for remaining entitlement, as the guaranty is also known. And if you meet certain conditions, you may even have your entire entitlement restored.

"A lot of vets aren't aware they can use their entitlement again and again," says Robin Duble, a 44-year-old Vietnam Army veteran who has bought two homes under the GI bill. Duble is now a mortgage broker in Maryland, so he knows the program, inside and out. But like a lot of GIs, he says he was misinformed when he left the service. "I was always under the impression you

aware of the best-kept secret of the GI Bill: How they may get a home loan more than once.

Few veterans are

could use it only once," he says.

So was Lawrence Regelin, who served in the Navy during the Korean War. Regelin and his wife, Nancy, bought their first house with a VAguaranteed mortgage. But when they were ready for a bigger place, they were sure they would have to apply for a conventional mortgage until their real estate agent suggested he re-use his VA entitlement.

The maximum entitlement was originally \$2,000. That's not much by today's standards, but it was more than enough to help World War II veterans purchase the \$10,000 starter homes in the late 1940s and early 1950s.

Of course, housing prices have skyrocketed since then, but so has the limit. Today, the maximum entitlement is \$46,000. And because lenders will accept the guaranty as a substitute for up to a 25 percent cash down payment, you now can borrow as much as \$184,000 to build or purchase a home without putting any money into the deal. In most parts of the country, that's

enough for a nice little bungalow.

But more important, eligible veterans are entitled to the current limit, even if they used their full entitlement sometime ago. Determining the remaining entitlement is simple: Just deduct the amount you've already used from today's maximum.

For example, if you bought a house in 1974 using your \$12,500 entitlement, the maximum available then, you'd still have \$23,500 more to use at today's level, enough to meet the typical lender's requirements for a \$94,000, no-down-payment loan.

Furthermore, you can regain all or part of your previously used entitlement and use it again if you meet one of two requirements: The property purchased with the prior VA loan must have been sold and the loan must have been paid in full, or another qualified veteran must agree to assume the outstanding balance of your loan and substitute his entitlement for the entitlement you originally used to obtain your loan.

Restoration isn't automatic, however. You must apply for it by completing VA Form 26-1880, the same form used to claim remaining entitlement, and returning it to your nearest VA regional office. And you need your discharge papers, DD-214, to show when you were separated.

Is any of this worth the trouble? Absolutely, especially when you consider the advantages VA-guaranteed mortgages have over other home loans:

• Interest rates are set by the government and are usually slightly lower than rates for conventional mortgages. And if the VA rate goes down, you can refinance with a new VA loan without using

Lew Sichelman's weekly housing column is syndicated in more than 150 newspapers throughout the country.



THE PLAN - You can continue to use your home loan entitlement to build, improve or buy homes.

THE Legion-written GI Bill paved the way for the creation of the Home Loan program.

any additional entitlement.

• There is no limit on the amount of the loan, only on the amount the government will guarantee. Thus, you can borrow more than \$184,000 with a VA loan, as long as you put up enough cash for a satisfactory down payment.

You also can borrow less and still put some of your own money into the transaction to reduce your payments.

Several veterans, including eligible

husbands and wives, can use their entitlements together, as long as the guaranty does not exceed \$36,000 or 40 percent of the loan amount, whichever is less. Veterans also can use this benefit with non-veterans, but the guaranty is based on the veteran's share alone and cannot cover the non-veteran's portion of the loan.

• All veterans, except those receiving compensation for serviceconnected disabilities, must pay a funding fee of 1.875 percent for nondown payment loans, 1.375 percent for loans with 5 percent down, and 1.125 percent for loans with 10 percent or more down. But instead of paying the fee in cash, you can include it in the loan amount. There also are no mortgage insurance premiums to pay.

 Other closing costs are limited. For example, you cannot be charged a commission or brokerage fee by someone who helps you obtain a VA loan.

• Home loans are for up to 30 years

with a choice of payment plans—either fixed payments that remain the same for the life of the loan or payments that increase modestly over time. VA is not permitted to back totally adjustable

• Loans are fully assumable, subject to VA's approval, and can be prepaid

without penalty.

• You can use VA financing to purchase a house, townhouse, condominium or manufactured (mobile) home, build a house, repair or improve a house, simultaneously buy and improve a house, refinance an existing VA loan or even buy and improve a lot for a manufactured home. However, for anything other than buying or building a house, or refinancing, the maximum entitlement is \$36,000.

 Because VA loans are made by private lenders, not the government, there is less red tape than you might expect. Yes, there's more paperwork than for a

Federal Jobs And THE VETERAN

As Director of the Office of Personnel Management, Constance Berry Newman believes the nation owes veterans a debt because they have served the country.

ONSTANCE Berry Newman works for one of the largest employers in the United States—the United States government. As director of the Office of Personnel Management (OPM), she oversees the hiring practices and policies of the federal government, testing applicants and ensuring that veterans' preference guidelines are adherred to.

"Veterans constitute one of the most valuable employment sources in America," says Newman, whose career in federal government and public service spans more than 20 years. Newman has served as an Assistant Secretary of Housing of Urban Development and the director of Volunteers in Service to America, and has worked for the Department of Interior. She recently discussed federal employment and hiring practices with editors of THE AMERICAN LEGION magazine.

American Legion Magazine: You've attended official Legion gatherings and frequently have said



LAW ABIDING - Newman's office ensures that federal agencies consider veterans' preference in hiring decisions.

that "deeds pay debts" regarding veterans. What do you mean by that?

Constance Berry Newman: It means that this nation owes to veterans a debt because they have served the nation, and we can never forget that.

I'm interested as anyone in seeing that women, minorities and the disabled have fair opportunities, but I'm not interested in their progressing at the expense of veterans. What this calls for is a more creative way for us to look at barriers to women and minorities moving into positions up and down the line (in federal employment). But we don't do it at the expense of those who have served and sacrificed for America.

U. Has the practice of veterans' preference become a lower priority in the hiring practices of some government agencies?

When agencies hire from regis-A. ters, they're still required to take

into consideration veterans' preference. I don't know of any specific agencies that have violated that. What might be disappointing is whether these agencies are vigorously pursuing veterans to fill positions. It's our obligation to share with agencies the best way for them to identify qualified veterans. In other words, we're very much interested in recruitment and placement. You don't sit around and wait for someone to come in and apply for a job; you have to take steps and ensure that you get the most qualified people.

U. What areas of federal employment have traditionally been most open to veterans?

Two of the agencies that have the largest number of employees most logically -have been the Department of Veterans Affairs and Department of Defense. Defense employs





Watering chores, water bills! Sweating behind a roaring mower! Spraying poison chemicals and digging weeds...





...you can end such lawn drudgery—here's how!



Mow your zoysia lawn once a month—or less! It rewards you with weed-free beauty all summer long.

Ways Your Zoysia Grass Lawn **Saves You Time, Work, and Money!**

CUTS WATER BILLS AND MOWING AS MUCH AS 2/3

Would you believe a lawn could be perfect when watered just once? In Iowa, the state's biggest Men's Garden club picked a zoysia lawn as "top lawn—nearly perfect." Yet, this lawn had been watered only once all summer to August!

In PA, Mrs. M.R. Mitter wrote "I've never watered it, only when I put the plugs in . . . Last summer we had it mowed 2 times . . . When everybody's lawns here are brown from drought, ours stays as green as ever." That's how zoysia lawns cut water bills and mowing! Now read on!

ENDS RE-SEEDING NEVER NEEDS REPLACEMENT

Plug in our zoysia grass and you'll never have to spend money on grass seed again! Since you won't be buying seeds, you won't need to dig and rake—then hope the seeds take root before birds eat them or the next hard rain washes them away.

NO NEED TO DIG UP OLD GRASS

Plant Amazoy in old lawn, new ground, whatever. Set plugs into holes in the soil 1 foot apart, checkerboard style. Plugs spread to drive out old, unwanted growth, weeds included. Easy instructions with your order. If you can put a cork into a bottle, you can plug in Amazoy.

FOR SLOPES, PLAY AREAS, AND BARE SPOTS

You can't beat Amazoy as the low cost answer for hard-to-cover spots, play-worn areas, or to end erosion on slopes.

Endless Supply of Plug Transplants

Transplant plugs from established Amazoy as you desire—plugged area grows over to provide all the plugs you'll ever need.

Patented Step-on Plugger with orders of 600 plugs or more.

Starting your lawn is easy with this sturdy, 2-way plugger. Cuts away unwanted growth as it digs holes for plugs. Saves bending, time, work. Invaluable transplant tool.

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"The hotter it gets, the better it grows!" Plug-in zoysia thrives in blistering heat, yet it won't winter kill to 30° below zero. It just goes off its green color after killing frosts, begins regaining its green color as temps, in the spring are consistently warm. Of course, this varies with climate.

NO NEED TO SPEND MONEY ON **DANGEROUS CHEMICALS**

Since zoysia lawns resist insects AND diseases, you avoid the risk of exposing your family or pets to weedkillers and pesticide poisons. Plug in Amazoy and save the money, avoid the risks

Up To 900 PLUGS ■ If You Order NOW!

Every Plug GUARANTEED TO GROW IN YOUR SOIL No Ifs, Ands Or Buts!

Read a guarantee no grass seed can match!

Won't Winter Kill. Amazoy has survived temperatures to 30° below zero!

Won't Heat Kill. When other grasses burn out in summer drought and heat, Amazoy remains luxuriously green.

Any plug failing to grow in 45 days will be re-placed FREE! To insure maximum freshness and viability, plugs are shipped not cut all the way through. Before planting, finish the separation with shears or knife. Our guarantee and planting method are your assurance of lawn success backed by more than three decades of specialized lawn experience!

Meyer Z-52 Zoysia Grass was perfected by U.S. Govt., released in cooperation with U.S. Golf Association as a superior grass.

Order guaranteed Amazoy now, get your bonus plugs FREE. Your order will be delivered at earliest correct time for planting in your area.

We ship all orders the same day plugs are packed, shipping and handling charges collect via most reliable means. For credit card orders shipping and handling costs will be added to your account.

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VA KILLS RURAL HEALTH CARE

FTER a massive display of outrage by the nation's 26 million veterans, led by The American Legion, the Department of Veter-

ans Affairs (VA) has abandoned the Rural Health Care Initiative (RHCI).

VA Secretary Edward J. Derwinski announced late February the cancellation of the plan that would have allowed non-veterans to receive medical treatment at two rural VA facilities.

The U.S. Senate left Derwinski little choice as, days earlier, it voted, 91-3, to kill the program. The message was clear: VA medical centers should take care of veterans first, and not open their doors to non-veterans.

The legislation was introduced by Senator Arlen Specter of Pennsylvania and was co-sponsored by Senators Richard Shelby of Alabama, and John McCain and Dennis DeConcini of Arizona.

"This is a victory for all veterans," said DiFrancesco. It "was a wrong-headed idea from its inception. Moreover, the controversy could have been

avoided altogether if the Secretary had consulted us, his constituents, in the first place," he said.

"What Derwinski's people have done in the past," said John Hanson, director of the Legion's Veterans Affairs and Rehabilitation (VA&R) Division, "is to tell us what they're going to do rather than discuss what is best for veterans and how we can be involved. What Derwinski failed to understand is that veterans have a more vested interest in VA programs than he does."

By passing Res. 126 at its National Convention last year, the Legion launched a campaign to squash RHCI. DiFrancesco personally waged war on Capital Hill, telling Congress that RHCI would be an insult to those who served their country during wartime.

Derwinski's popularity with veterans nose-dived after he told *The Montgomery Advertiser* that exclusive use of VA hospitals by veterans is "a myth in the veterans world."

Derwinski was not prepared for the veterans' response to RHCI. "Quite frankly, I confess that I completely

underestimated the degree of concern this issue would generate among veterans," he said in a letter to DiFrancesco announcing the cancellation of RHCI.

"Let's look ahead," he continued, "and address areas of mutual interest."

He blamed the defeat on politics and hinted he may propose it again. *The New York Times* quoted Derwinski saying Senate opposition resulted from nothing more than "election-year jitters" of lawmakers not wanting to take a stand against the veterans groups.

However, he added, "We think it's a good idea but the time hasn't come vet."

"This is not a good idea that came at a bad time," VA&R Director Hanson said. "The time is never going to be right for this program as long as 8,000 to 10,000 veterans are unable to get care at VA hospitals every month."

RHCI, a proposed pilot program of VA and the Department of Health and Human Services, would have allowed rural VA medical centers in Salem, Va., and Tuskegee, Ala., to treat nonveterans.

Agent Orange

The Agent Orange lawsuit against VA has cleared a major obstacle. The suit, filed by The American Legion and Vietnam Veterans of America, seeks to force the government to complete a study on the cancer-causing herbicide used extensively during the Vietnam War. The study had been abandoned by the Centers for Disease Control. The U.S. District Court in Washington moved the suit into the discovery phase, meaning both sides of the suit now can examine each other's evidence.

Prescriptions

Persian Gulf veterans who receive a pension with Aid and Attendance or Housebound benefits are eligible for medication when the prescription is written by a non-VA physician.

The VA was authorized to provide medication to veterans who use private physicians under Public Law 102-25. It did so for veterans of the Mexican

Border period, World War I, World War II, Korea and Vietnam, provided that the veteran was receiving additional compensation or pension by reason of being Housebound, or in need of Aid and Attendance.

For more information, contact the nearest VA regional office.

VA Budget

The White House budget will allot \$34.3 billion to the Department of Veterans Affairs (VA) in fiscal year 1993. The good news is that VA's budget for medical care and benefit programs has increased. VA will have \$14.6 billion for its hospitals and clinics, a \$1 billion increase from the previous year. Also, VA benefit programs, including disability payments and pensions, will get \$17.7 billion in 1993, a \$20 million increase from fiscal 1992. The bad news, however, is that VA medical facilities, even with the increase, will only be able to operate at current levels.

This means the budget will not cover rising medical costs and a growing number of veterans who need treatment. Also bad news: VA benefits programs, despite their \$20 million increase, fall short of current needs and will result in staffing cuts and longer lead times for all disability claims.

No More Tax

Veterans who got lump-sum severance disability pay from DoD should not have had income taxes withheld, according to a recent federal court decision. About 82,000 veterans received these payments.

In October, a judge in the Eastern District of Virginia ruled that servicemen and women who left the military with lump-sum disability pay, and who were receiving other compensation from DoD, could not be taxed on their disability payments. The Internal Revenue Service will no longer tax veterans who are covered under this ruling.

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THE NEW GI BILL

HE Legionsupported Desert Storm Servicepersons' Readjustment

Act of 1992 has been introduced in the Senate by Sen. Dennis D. DeConcini of Arizona.

The bill, S.2231, would offer Gulf War veterans education benefits comparable to those received by veterans of previous wars.

Introduced in February, the bill would increase the monthly full-time GI Bill education assistance payments to \$777 from the current \$350. Currently, the

HE Legion - Montgomery GI Bill's benesup ported fits cover only 42 percent of the average cost of state college tuition in 1990-91.

The legislation would also eliminate the \$1,200 copayment now required if active duty personnel want to participate in the current program.

"The combined effect of inflation and lower levels of federal assistance to higher education has eroded more than half the value of the GI Bill," DeConcini said when he introduced the legislation.

About one and one-half years ago, the Legion began developing the concept of a Desert Storm GI Bill of Rights—just as the Legion did 48 years ago with the original GI Bill. Legion officials expect to present testimony in support of the Desert Storm GI Bill to Congress this spring.

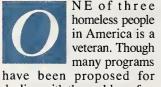
"Once again, The American Legion, the nation's largest veterans' service organization, is at the forefront of issues affecting the veteran community," DeConcini said. "I am indebted to them for all the assistance they have provided to date on this important veterans' legislation."

In addition to its spadework in creating the legislation, The American Legion commissioned a Gallup Poll in November 1991 to gauge public support for a new GI Bill. The poll found that 79 percent of Americans surveyed believed a Desert Storm GI Bill should provide benefits equal to previous GI Bills, regardless of cost.

"Some estimates even indicate that the new GI Bill, like the original, will return far more than what the nation expends on it," DeConcini said.

S. 2231 also would provide the same level of benefits for all Reserve and National Guard members called to duty during the Gulf War. The legislation would permanently tie education assistance to the Consumer Price Index, but would allow the VA Secretary to limit assistance to the actual cost of education.

Success On Cypress Street



dealing with the problem, few have shown as much success as the Cyprus Street project of The American Legion Department of Pennsylvania.

In 1987, the Department of Pennsylvania was already aware of the growing problem of homeless veterans in the state. Pittsburgh's Highland Drive VA Medical Center (VAMC) reported that they were treating and counseling many homeless veterans, but rehabilitation was almost impossible without giving them a place to live. That's why the Department of Pennsylvania created Cypress Street, a housing project for homeless veterans.

The Department of Penn-

sylvania bought a VA-repossessed house in Pittsburgh for \$20,000 under the provisions of P.L. 100-198, the Property Rehabilitation Act of 1987. The Department spent another \$5,000 repairing and furnishing the house that has become part of the Pennsylvania American Legion Homeless Veterans Corp.

Veterans receiving treatment at the Highland Drive VAMC were screened, and by 1987, the first six homeless veterans moved in.

As of Jan. 1992, 40 veterans had "graduated" from Cypress Street. Of that number, only four are back on the street. The other 36 are out on their own and have re-entered the main stream of society.

The success of Cypress Street has prompted other veterans' organizations and Posts to duplicate the project in their areas. For example, Post 17 of Gallatin, Tenn., bought a motel and a restaurant and is in the process of repairing and refurbishing them to provide facilities for disabled or homeless veterans and their families.

And according to Stanley W. Reinhard Jr., Department of Pennsylvania Adjutant in Lancaster, Pa., veterans' organizations, spearheaded by American Legion Post 429, are planning another homeless shelter. In Harrisburg, Pa., the mayor has offered the Legion six tax-distressed homes—free—if the Department will repair them and use them for homeless veterans' shelters.

"Every day, more inquiries come in and we're gladly sharing our experience with them," says Reinhard. "Cypress Street is self-supporting. The veterans pay rent based on their ability to pay. They live under very strict rules, and maintain the house."

Pennsylvania Alternate NECman Ronald F. Conley, the driving force behind Cypress Street, said local Posts and other organizations have been quick to help. Donations of food, furnishings, cash and even expertise for maintenance repairs are common.

One of Cypress Street's success stories was the veteran who managed the house while going through his own rehabilitation. Now he's employed and leaving Cypress Street.

The late Ed Hoak, the past Department Adjutant of Pennsylvania, was very proud of Cypress Street. One of the problems Hoak overcame when he was Adjutant was community resistance to a "rehab" house in the neighborhood. Hoak lived to see the community's reluctance turn to happy acceptance of the project.

For more information on Cypress Street, write the Department of Pennsylvania, P.O. Box 2324, Harrisburg, PA 17105, or call 717-234-8387.



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This is the same revolutionary Rolling Chef™ that you've seen nationally advertised in leading magazines and newspapers — similar to those sold by others on TV for \$19.95! But now, if you respond before May 15, 1992 you can own this incredible Rolling Chef™ Food Processor for just \$5!

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What's more, Rolling Chef™ is actually constructed with NINE stainless steel blades (unlike those on TV with just 5 blades). And there's even a handle for a safer grip! Just use it one time. If you don't agree that it's the handlest kitchen utensil you've ever owned, just return it for a full refund!

LIMIT: Five units per customer during this limited time offer — order NOW!



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For a limited time, get the special meat tenderizing attachment — great for steaks and chops! Just \$2 each.

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LEGION NEWS

Hawaii Raffles M-1 Rifle

T WAS a winwin raffle.
The Department of Hawaii won by raising money for its child welfare program. And Loy J. Russell of San Jose, Calif., won an American Legion commemorative M-1 Garand rifle and display case worth more than \$1,300.

"Hawaii's unique fundraiser is an excellent example for Posts and Departments," says National Commander Dominic D. DiFrancesco, who pulled the winning tickets when he was in Hawaii to help commemorate the 50th anniversary of the attack on Pearl Harbor.

The idea for a rifle raffle originated when Department Commander Henry E. Lamb Sr. saw an advertisement for the M-1 Garand rifle in THE AMERICAN LEGION magazine. The Department bought the rifle and its display case, formed a committee to oversee a raffle, and then mailed



WINNER—Loy Russeil (r) accepts his prize from Hawaii Department Commander Henry Lamb Sr.

raffle tickets to all of its members, asking for donations.

"With Department conventions just around the corner, similar rifle raffles could raise funds for other Departments," says DiFrancesco. "The American Historical Foundation also donates a sizable percentage of the rifle sales to American Legion programs. So we win two ways."

The Department of Hawaii netted \$6,000 from the raffle.

For more information about ordering an M-1 commemorative rifle for a Post or Department fund-raiser, call 1-800-368-8080, or write The American Historical Foundation, 1142 West Grace St., Dept. T286, Richmond, VA 23220.

Post's Program Supports Family



ELPING parents to be parents is Post 543's latest contribution to

Red Lion, Pa.

Conducted in conjunction with the Red Lion Area School District, Post 543's Active Parenting program educates, supports and strengthens the family.

In the program, parents meet for two hours, one night per week, to watch videos about parenting and participate in discussion groups led by Post 543 members. Parents pay \$11 to join the Active Parenting program, but the money is refunded if they complete the six-week course.

In September, 20 parents of children between the ages of 2 and 10 participated in the program's first workshop. Another is set for this spring.

Post 543 Auxiliary members baby-sit the children of parents attending the course.

"The greatest service that our Post's Active Parenting program could perform would be to help strengthen the American home and the family," says Post Commander Raymond R. Smith.

Now is the perfect time for Legionnaires to promote programs for our youth, says National Commander Dominic D. DiFrancesco.

Since 1939, the month of April has been celebrated as Children and Youth Month by Legion Posts and Auxiliaries.

DiFrancesco hopes that other Posts will create programs like Post 543's Active Parenting program.





ALOHA HAWAII — During his visit to Hawaii in December to commemorate the 50th anniversary of the attack on Pearl Harbor, National Commander Dominic D. DiFrancesco toured "Big Mo," also known as the USS Missouri, and had his picture taken with a crew member. Joining DiFrancesco at the Commander's dinner on Dec. 8, were National Adjutant Robert W. Spanogle, Rep. G.V. "Sonny" Montgomery of Mississippi, DiFrancesco and Department of Hawaii Adjutant Henry S.P. Wong.

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A pro did and belted one <u>over</u> the fence at a driving range.

Power! Here is power so daunting it will drop your jaw. Monster power. Power so extreme it sent a drive over the back fence at a driving range. Power that must cut 5-10 strokes off your score, or you owe us nothing.

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Forget the doubles and triples. Go for the fence with...

✓ the most massive striking force in golf today...210 grams of solid steel

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PLUS THE EASIEST WAY TO CONTROL HOOKS AND SLICES EVERY INVENTED!

BATTLESHIP POWER

Force Is 210-gram stainless steel head fires off shots like a 16-inch gun. One golfer, a tall lanky pro we know, hit one over the back fence at a driving range with Force I. Easily 400 yards. (Maybe 450. Heavy brush kept the ball from rolling.)

Force I's booming power comes from a massive steel head and a lightning-fast 44-inch graphite shaft. This scientifically balanced combination of mass and speed achieves a multiple of power megatons ahead of any other club in play today. Listen to what they say... "It's dynamite all right. I could feel it smack the ball like a solid punch. Every shot went about 30 yards past my regular driver. Thanks for asking me to test it."...J.P., Teaneck, NJ. "I top out at 250-260 off the tee, no matter what I try. Your club put me just short of 300."...M.S., St. Louis, MO. "I hit screamers with it compared to my own driver, and the feel is great. I also hook and slice less than I usually do."...S.G.. New York. N.Y.

usually do."...S.G., New York, N.Y.

Battleship power with fire-control accuracy! Here is the most powerful stroke-cutter you can buy!

NEW! ONLY FORCE 1* CAN DO THIS!



FIRE-CONTROL ACCURACY

Can you think of anything easier than this? Tee the ball high and you'll hook less; tee it low and you'll slice less. Or, if your swing is tip-top and you want the ball to fade from left-to-right, tee the ball higher. Conversely, if you want a right-to-left draw, tee it lower.

Once Force I's, two-inch deep face, expanded sweet spot and exact weight distribution allow this revolutionary kind of control golf. Simply by teeing a little bit higher or lower, Force I automatically tames the spin that causes hooks and slices. NO OTHER DRIVER CAN DO THIS! ONLY FORCE !!

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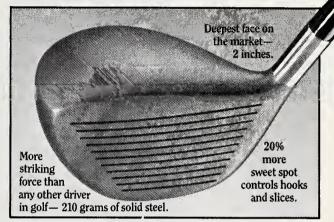
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FORCE I HITS LONGER AND STRAIGHTER THAN ANY OTHER DRIVER ON THE MARKET. IF IT DOESN'T CUT 5-10 STROKES—YOU OWE US NOTHING. RISK FREE 30-DAY TRIAL.

VETS Reunion Service Makes Coordinator's Job Easier

ALLERS and coordinators are getting more reunion information faster with the Legion's new VETS system. One quick call to 1-900-737-VETS (1-900-737-8387) provides veterans with the latest information about their former outfits.

VETS callers talk directly to other veterans and can get in touch with former buddies in a matter of minutes. Unlike an earlier test system, the VETS service does not require a Touch Tone phone to get reunion information.

Backing up this system is the latest computer technology provided by GeoTel Corporation. "In our old system, people had to talk to computers to get information," says Daniel S. Wheeler, publisher of THE AMERICAN LEGION magazine, "but we decided we could provide better service by putting the computers in the background."

Live operators give callers a chance to ask questions, make comments and get help with difficult names and places. Under the old system, some callers could not understand the computerized recordings or write fast enough to get all the information.

Calls cost \$1.95 a minute and are billed on local phone bills. It takes about two minutes for the average caller to get basic information.

"VETS is a great improvement over the printed information we offered last year." Wheeler says. "Space considerations were keeping the magazine from offering any significant information about reunions. Now, with VETS, we can provide all the information the coordinator has available at the time. This includes hotel and travel information. registration deadlines and fees and just about anything else the coordinator cares to share.

Coordinators are encouraged to write each time they have more information to pass along. This way, callers will always get the latest information about their groups. There is no fee to coordinators for this service because callers on 1-900-737-8387 provide revenue that covers the cost of VETS. Proceeds help fund American Legion

One coordinator who likes the VETS service is Legionnaire Jim Cunningham, who heads the USS Uvalde reunion, set for Oct. 9 and 10. "I helped five veterans in our Post find their old outfits in just a few minutes. I think this is an idea whose time has definitely

New reunion groups are forming each month and the list of active VETS reunions should exceed 10,000 by this summer. Many World War II veterans are getting in touch with each other after 50 years and Vietnam-era veterans are now looking at 25-year observances.

Coordinators of existing groups and those who want to start reunions can request free VETS enrollment forms by writing VETS, P.O. Box 10088, Columbia. MO 65205-4000.

OUTFIT REUNIONS

Reunion coordinators can enroll their units in VETS by

sending a self-addressed, stamped envelope to VETS,

P.O. Box 10088, Columbia, MO 65205-4000, Unit names

may be published two times per unit per year, upon

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6th Inf. Div. Arty., HQ & HQ Btry. 15555
6th Inf. Assn. 15429
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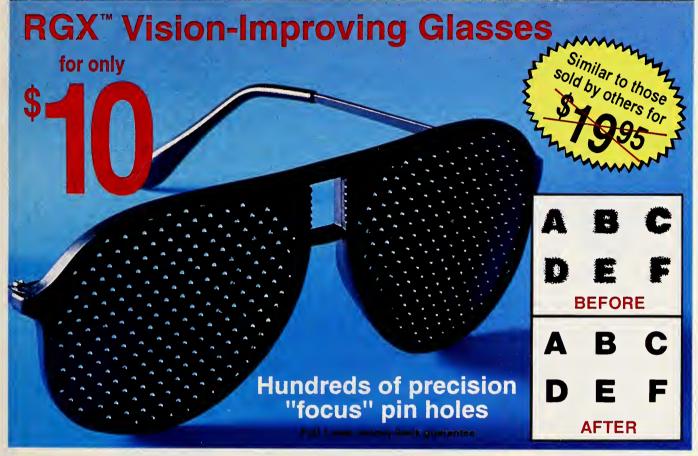
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2nd Photo Mapping Sq. 20985 42nd Bomb Sq. (H) (WWII) 22795 69th TC Sq., 433rd TC Grp., 5th AAC (1942-45) 22796 86th Depot Sup. Sq. (Guam/1945) 22870 426th Base Sq. 22789 1304th Bengal Wing, India-China Div. (Barrackpore)

Air Transport Command, North African Div. 22291

Marines

2nd Bn., 5th Rgt., 1st Div., E Co. (Korea/1950-54)

Coast Guard

LORAN Stn., Simeri Crichi, Italy (1966-68) 22800 USCGC Icarus YP-389 22886

LIFE MEMBERSHIPS

Life Membership notices are published for Legionnaires who have been awarded Life Memberships by their posts.

Life membership notices must be submitted on official forms which may be obtained by sending a self-addressed, stamped envelope to: Life Memberships, The American Legion Magazine, P.O. Box 1055, Indianapolis, IN 46206

Thomas Deise (1953), Ralph T. Lui (1964), H.B. Tooley (1972), James Meredith (deceased) (1987), Louis C. Buss (deceased), Steve B. Guidici, Robert I. Jaycox, Elvin F. Powell, Ellis W. Sawyer (deceased) (1988), Leon S. Winters (1989), Richard J. Batcheior, Daniel H. Coggin, Robert F. Munroe, James A. Musante (1991) Post 61, Sacramento, CA John T. Lonardo, Erwin L. Williams (1991) Post 24,

Derby, C

Kenneth H. Chadwick (1991) Post 379, West Boxford,

Francis J. Martin (1991) Post 430, Springfield, MA Hugo Belter, Ray R. Vail (1991) Post 374, Omaha, NE Milton A. Gallo, Ignatuis J. Gavas, John E. Geiger, Michael R. Hatala, Victor R. Lopinto, Frederick F. Wells Jr. (1991) Post 8, Clifton, NJ

Walter Bayous (1968), William Conover (1971), Allen Brown, John Suiter (1982), Gary Coddington, Robert MacDonald (1989), Everard Eaton, Harold MacDonald, Clifford Montross (1991) Post 293,

Warren, NJ
David Wager (1977), Arthur McAdams (1981), Thomas Buckley, Clifford Harris, Joseph A. Schlemmer, James Stone Jr. (1987) Post 429, Rhinebeck, NY Roy E. Robinett, Grant G. Smith (1991) Post 30,

Mountain Grove, MO

ZvonImir G. Budrovich (1992) Post 299, St. Louis, MO Robert A. Willis (1991) Post 318, Parkville, MO J. Harold Duckett (1991) Post 61, Canton, NC John J. Grady (1991) Post 2, Manchester, NH Dominic Impagliatelli (1991) Post 119, Dunellen, NJ John Bukovecky, Armond Tenisci (1991) Post 304, Manville, NJ

Thomas G. Rea (1991) Post 72, Saugerties, NY Frederick Scriver (1991) Post 553, S. Glens Falls, NY James T. Connors (1988), Roy W. Carpenter (1991) Post 1152, St. James, NY John R. Hall (1991) Post 1273, Wantagh, NY

Valmer E. Cross (1990) Post 1327, Prattsville, NY Milton R. Dunn, James D. Edmonds, Edna F. Edmonds, Jerome A. Myers (1991) Post 166, Goose

Larry G. Richards (1991) Post 99, Seattle, WA

See Why...

A Living Trust Lets You

biggest mistakes we can make?

Did you know that writing a Will may be one of the biggest mistakes we can Rest in Peace

It's true!

A Will doesn't protect our loved ones against paying huge fees to lawyers, executors and courts for even the smallest estate. Probate can slice up to 10% or so from an estate and take months or years for final settlement.

In fact, the only thing worse than having just a Will is the nightmare that's created when you have no Will at all.

Because then the State steps in to decide who gets our assets -- our bank account, home, car, valuables, other possessions. Money we've worked so hard to earn is gobbled-up by court and legal fees before our heirs ever get one penny.

What can the average wage earner do to avoid the financial headaches of a Will?

Today, under current laws anyone can eliminate costly legal and court fees with a little-known, simple legal paper called a Living Trust. And you don't have to be rich to enjoy it's benefits.

A Living Trust has been praised by our nation's leading financial planners, and reported in publications such as The Wall Street Journal, Money Magazine, Business Week and others because:

- It eliminates the costly and lengthy probate process. The estate goes directly to your heirs without going through the courts.
- It eliminates the need for an attorney and legal fees that cut your estate. Does away with all court costs, too.
- It gives you complete control of your estate to make sure that all your wishes are carried out.
- A Living Trust is revocable, which means that you can change your mind at any time about who is going to receive your assets.
- It gives you the right in most cases to name yourself as a trustee, and your spouse or someone else as a co-trustee. Plus the right to change trustees at any time.
- If you own out of state real estate, like a vacation house or cabin, you can save a bundle by avoiding the need for probate in a second state.
- Unlike a Will where your finances

and everything you own is a matter of you how to do it. It's simple, public record for anyone to see, a Living Trust is secret.

The Wall Street Journal reported that it takes two years to complete the average probate in California. The article also stated that since a Living Trust is much faster, cheaper, and more private than settling a Will, there are many advantages to using a Living Trust instead of just a Will.

And Business Week reported that many people are using a Living Trust instead of a Will to reduce the possibility of heirs fighting over your estate.

You must never forget that a Will must be probated and the fees for the probate lawyer and executor -- not including court fees -- range from 6% to 10% and are paid before any of your heirs receive their inheritance. That can take a big chunk out of even the smallest estate when attorneys charge anywhere from \$60.00 to \$150.00 an hour or more!

Look at what happened to the modest estate of Simon Morris:

- · The Will of Simon Morris, a Florida resident, left \$77,500 in cash to his widow. Before she could receive it. the probate process grabbed \$9,375.
- Mr. Ken Bradley left \$144,567 directly to his surviving spouse. The probate "fees" of \$8,500 were appealed by the widow. The court ordered a refund of \$7,750 with interest.
- R.L. Roberstone probably thought his Will would get his \$162,114 safely to his heirs. As they found out probate fees amounted to \$6,484.59.

The pity of it all is that these people could have avoided having large bites taken out of their hard-earned property by using a Living Trust. They could have passed every cent to their loved ones without squandering money on probate.

If you think a Living Trust is only for millionaires --- you couldn't be more wrong. Whether you earn \$25,000 or \$100,000 a year -- and whether your assets are huge or small -- a Living Trust will save you money. In fact ... on a percentage basis Living Trusts save more on small estates than large ones!

And you can save even more because we have shown hundreds of thousands of people just like

The DSA Living Trust Kit was developed after much research with a team of legal scholars and practicing attorneys. It explains in easy-to-understand language how to set up your own Living Trust.

Instructions and guidelines are written in simple English. Illustrated step-bystep forms show you how to custom-tailor a legal trust to meet your special personal needs.

· Titles to your real estate, automobiles, boats, stocks, etc. are all safeguarded in your Trust.

Though DSA's exclusive Living Trust Kit will save you a small fortune -- and save your loved ones thousands of dollars later on -- we have kept the price especially low to enable everyone to benefit from it. Less than the cost of a good dinner out. We are so certain that you will find it invaluable that we insist you examine it on a 90-Day No-Risk Guarantee. It's easy to get your Living Trust Kit. All you have to do is print your name and address and the words, "Living Trust" on a plain piece of paper. Send it along with your check or money order in the amount of \$19.95 plus \$2 handling or charge to your VISA/ Mastercard by including account number and expiration date to: DSA Financial Publishing Corp., Dept. W3547. 708 - 12th Street N.W., Canton, Ohio 44703. For even faster service, VISA/ Mastercard or C.O.D., call toll free 1-800-321-0888, Ext. W3547.

Send for your Living Trust Kit within the next 15 days and you'll also get a Free Bonus Report on estate planning. The supplies of this very unique report are limited so you must act now.

Want to save even more? Do a favor for a close relative or friend and order a second Kit at a \$10 savings. That's 2 for only \$31.95. Use your Kit for 90 risk-free days. Show it to your lawyer. If you are not 100% convinced it's everything you expected -- don't keep it. Simply tear off the cover and send half of it back. You will receive a full refund. Fair enough?

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AMERICA'S YOUTH

Continued from page 14

Child Welfare Foundation," says Terrence Modglin, Youth Programs director for the NCPC. "Our program may help to persuade millions of early adolescents and teens to be drug free.

• The Riggs-Hamilton Post 20 in Russellville, Ark., received a grant of \$31,000, which it used to fund an anti-

drug program.

This Legion Post printed 2.2 million bookmarks with anti-drug messages on them, produced and distributed many anti-drug bumper stickers and bought local radio time for role model kids to discuss the dangers of drugs. Post 20 also produced an anti-drug video, ran anti-drug poster contests for children and produced a parents' guide to drug abuse prevention.

"I have a stack of letters from teachers who have used our materials," says Bob Legan, director of Post 20's anti-drug campaign and a past National Vice Commander. "We put together our

own war on drugs."

Over its 38-year history, The American Legion Child Welfare Foundation has distributed nearly \$4 million to organizations that help children. But without the dedication of Legionnaires like Williamson and Legan, it could not have come this far.

Across the country, groups of kindhearted Legionnaires, called Regional Action Teams (RATS), help to raise money for the foundation. Two Legionnaires, in particular, have worked hard for this cause: Ed Norell of Post 112 in Elkriver, Minn, and Dennis R. Boland of Post 130 in Labelle, Fla.

Norell seldom misses an opportunity to pitch the needs of the foundation to Legion Posts in his area. "Every dollar we collect goes right into the foundation," Norell says.

Boland helps to organize fishing and golf tournaments that raise money for The American Legion Child Welfare Foundation. Recently, these events raised \$5,000.

Says Boland: "I get a lot of satisfaction knowing that our children are being helped.

Carl Below, Edgar M. Rolland, George Zimmerman (1991) Post 449, Elm Grove, WI Max M. Winer (1991) Post 534, McFarland, WI



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BRAINWASHING

Continued from page 18

Does fear motivate the women to stay silently in place? Is it honest ignorance in the case of the employees?

Possibly. But, often it's that they cannot or will not see the wrongs.

Of course, sometimes group pressures are thoroughly benign, as customarily is the case in most families, religions and businesses. So how does one distinguish between harmless influences and malignant attempts at mind control? Knowing the difference may well be more important than ever.

"Would-be mind controllers are springing up everywhere," says Prof. Zimbardo. "They pose more of a threat [today] because their tactics are more subtle, their strategies more insidious and their influence more pervasive."

HAT's why the professors say a key survival skill for today's complex world is consciously developing a critical eye while refusing to "passively go along on automatic."

How do you do that? When Zimbardo and Andersen researched this question, they decided on these strategies:

- Never do anything you don't believe just to appear normal or get someone off your back.
- Never accept vague generalities and inadequate explanations in response to your pleas, questions or challenges.
- Practice generating creative arguments and counterarguments as you listen to persuasive messages to avoid slipping into automatic processing.
- Always seek outside information and criticism before joining a group or making a commitment to invest time, energy or money in some endeavor.

Particularly crucial, the researchers say, is instilling an attitude of healthy skepticism in children. "So many families do the opposite. They brainwash their own children and don't even know they're doing it," says Takacs. "It's usually well-meaning but, over the long term, great harm can result."

Will these steps suffice to ward off brainwashing? Nobody can promise that. But, says Takacs, "When we know what we're up against, our chances improve. When we know we can defeat brainwashing and, if brainwashed, we can erase the program, our chances begin to look very, very good. This is a battle that can be won, individually and collectively."

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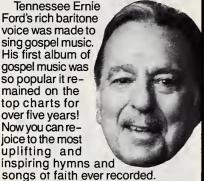
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DEATH MARCH

Continued from page 21

The Japanese eventually permitted the Red Cross in Manila to send medical supplies, but after they arrived they were not unpacked for many days. During this period, many died.

Col. Dyess had dengue fever, yellow jaundice and later scurvy sores. His weight shrank from 175 to 130 pounds, and he was given no medicine. At 130 pounds, he was considered a fat man.

High-ranking Japanese officers regularly inspected the camp and knew of conditions. During inspections, prisoners were forced to wear their best clothes, which were rags-some men had no shirts, only trousers, and many had no shoes.

One inspection, said Col. Mellnik, was conducted by a Japanese general. An American lieutenant colonel was called out to accompany the general's group. He pointed out that many officers and enlisted men were too weak to stand in the ranks.

"We have many sick here," he said courageously. The Japanese general, who spoke excellent English, asked:

"Why?"

The mess barracks was nearby. The American lieutenant colonel pointed to a meal of white rice and thin carrot-top soup.

"Here is why," he said. "We are all starving."

"That will be enough," snapped the Japanese general. "Your men are not starving. They need more exercise."

The lieutenant colonel tried to say more, but Japanese guards quickly stepped in and restrained him. The Japanese general curtly turned on his heels and continued his inspection with an air of boredom and indifference.

"The Japanese took 400 prisoners who were technical men, gave them a physical examination, issued clothes to them, and sent them to Japan to work in factories. Another shipment of 1,000 technical men for Japan was being arranged when Col. Dyess, Col. Mellnik, Cmdr. McCoy and 966 other Americans left Cabanatuan on Oct. 26, 1942 for Davao.

The voyage took 11 days. The hold was filthy and vermin-infested. Two men died on the trip. On Nov. 7, 1942, the Americans were unloaded at Lansang Lumber Company, near Davao Penal Colony. The sun treatment for two hours followed, and then the group

BATAAN RESOLUTION

AST September, delegates to the 73rd National Convention in Phoenix unanimously passed Res. 8, which urged Congress to pass legislation requesting the Japanese government to pay \$20,000 to each Bataan Death March participant or surviving family member.

was forced to march more than 15 miles to the penal colony. Many were so weakened they fell by the roadside.

In spite of the condition of the prisoners, they were without exception put to hard labor—officers and enlisted men alike. Col. Dyess, barefooted for a month and a half, was forced to clear jungle and plow every day.

When Dyess, Mellnik and McCoy escaped from Davao on April 4, 1943, only 1,100 of the 2,000 prisoners there

were able to work.

A few days before they escaped, one of the American prisoners, a hospital orderly, was wantonly murdered by a Japanese sentry.

Col. Mellnik said the orderly was digging camotes outside the hospital stockade, directly beneath a watch tower. It was an extremely hot day. He called to a fellow prisoner to toss him a canteen from the stockade. As the orderly was about to drink from the canteen, the Japanese sentry in the tower shouted at him angrily.

To show that the canteen contained only water, the orderly took it from his mouth and poured a little on the ground. Apparently because he did this, the sentry trained his rifle on him and fired. The bullet entered at the neck and shoulder and came out at the hip.

The orderly cried out: "Don't shoot me again."

The sentry fired two more bullets into the man's body. He then emptied his clip at another prisoner, who ran for his life and was not hit.

TAPS

Taps Notices mention, whenever possible, those Legionnaires who have held high national or department office in the Legion or the U.S. government, or who have attained other forms of national prominence.

Gerald E. Gerner, NE Department Vice Commander (1990-present).

Imla E. "Bud" Hewitt, FL Department Historian (1988-

John M. Hobble, KS Department Commander (1979-

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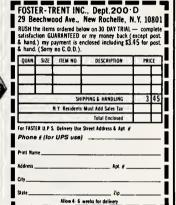
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Now that just doesn't seem fair to working people with a lifetime of hard-earned savings. The system they have supported with tax dollars, seems to have forgotten them. Savings intended to provide security in retirement, or help for children, can quickly go up in smoke.

The fact is, if you don't know how to protect your assets, here's what can happen to you. By law, before Medicaid will pay nursing home bills, you have to spend all your countable assets except \$2000 (or as low as \$1500 in some states.) Countable assets mean not only money in checking and savings accounts-...but also any funds in CD's, IRA's, Savings Bonds, Mutual Funds, stocks, whole life insurance, annuities and other types of investments.

They can also take a vacation home or a second car. In addition, your entire Social Security or pension check can be taken to cover nursing home expenses. What's more, if you are single or widowed, you can even lose your house.

According to the federal law called the Spousal Impoverishment Act of 1988, if one spouse requires extended nursing home care, the healthy spouse can be forced to surrender HALF of their combined countable assets. And if you have a sizable estate, they can legally take MORE THAN HALF.

Is there anything you can do to stop this nightmare from happening to you? Yes. You are protected by law and can use several legal techniques to place your countable (or vulnerable) assets into the uncountable (or protected) category. The problem is, most people are not aware of their legal rights. Unfortunately, most people think Medicare will take care of them, so they unknowingly leave their assets vulnerable and in jeopardy.

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- This type of bank account can prevent a nursing home from touching it
- This common legal mistake can prevent you or your spouse from receiving emergency medical care
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VA HOME LOAN

Continued from page 33

conventional loan, but certainly not as much as you were used to in the service. In fact, if the lender is approved for automatic processing, you can close the loan without waiting for VA approval.

If a veteran has a problem involving his VA home loan, he may find help through American Legion Service Officers. These free services are available to all veterans, not just Legionnaires.

WHO IS ELIGIBLE?

QUESTIONS about eligibility for GI Bill home loans should be directed to the Loan Guaranty Office at the nearest VA regional office, but here are some of the basic requirements:

Veterans who served during World War II (Sept. 16, 1940 to July 25, 1947); the Korean War (June 27, 1950 to Jan. 31, 1955); the Vietnam War (Aug. 5, 1964 to May 7, 1975); or the Gulf War (August 2, 1990 to the close of hostilities) are eligible if they spent at least 90 days on active duty and were not discharged dishonorably. However, if you served less than 90 days during these periods, you still may be eligible if you were discharged because of a service-related disability.

In addition, enlisted personnel separated from the service after Sept. 7, 1980 (Oct. 16, 1981 for officers) are eligible if they completed 24 months of continuous active duty or served the full period (at least 181 days) for which they were called to active duty.

Reservists and National Guard members who were activated during the Persian Gulf War (on or after Aug. 2, 1990, and served at least 90 days) also are eligible, as are veterans who served only during peacetime periods but had at least 181 days of continuous active duty.

Also eligible are the surviving spouses of eligible persons who died of service-connected injuries, or are listed as missing in action for more than 90 days, or who have been prisoners of war for more than 90 days.—L.S.

COMMANDER

Continued from page 8

II was truly a "world war," and not a campaign waged mostly in Europe.

It's not surprising that names such as Bastogne, Palermo and Normandy should be so familiar. After all, our country's focus has always been on Europe. Most of us have roots deep in European soil. My own family came from Italy. It's only natural that the European battles should be so well known, but it would be a crime if the world forgot what happened at Port Moresby, Huggins Road Block and Buna.

Fellow Legionnaires, history has all but forgotten those GIs. What they did is not studied in our schools. They are barely mentioned in our history books. And without this American Legion program, they may soon be forgotten altogether.

It is as if their sacrifices counted for nothing. In reality, the men who fought along the Kokoda saved Australia and

paved the way for the liberation of the South Pacific. Had they not fought so valiantly and given so much, Japan would have captured Port Moresby and used the island as a staging area for an all-out invasion of Australia.

Hand in hand with their Australian counterparts, the Americans stopped this from happening. Fighting against overwhelming odds, Allied forces were successful. We beat the Japanese.

But you wouldn't know it if you visited New Guinea today. It is littered with Shinto shrines. Even Huggins Road Block is a Japanese memorial.

This is a tragedy . . . and we cannot allow it to stand.

So this April, The American Legion is going to give our men their due. I will personally visit Huggins Road Block and erect a memorial in Buna to commemorate the heroic stand of Capt. Bottcher who, equipped with only one machine gun, 18 men, and "sheer guts under fire," repelled thousands of Japanese and held his ground.

This alone won't right the wrong that history has dealt to our soldiers. Indeed, nothing that history could now write could equal the magnitude of their courage and their sacrifice.

But we can still honor their memory and pay tribute to their valor by giving a few of our children the opportunity to walk in these brave men's footsteps.

Think about it. The young people you send will relive the Kokoda campaign. They will remember what our men did there. And they will make sure that America never forgets.

* * *

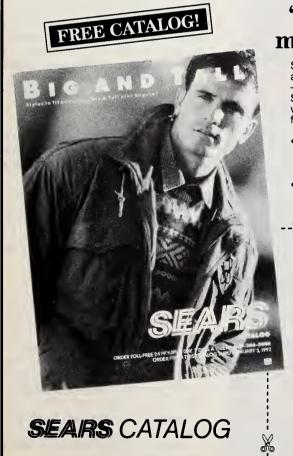
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FEDERAL JOBS

Continued from page 34

almost 50 percent of the federal work force.

Those departments have more affirmative hiring practices, and veterans have more access to what their opportunities are in those two.

1. How has your office dealt with

assisting disabled veterans?

We're doing much better than in years past. This is because there is more coordination and cooperation with the Labor Department and VA, and other groups that communicate with disabled veterans on a regular basis. I submit that any previous shortfalls in the hiring of a disabled veteran wasn't the result of not wanting to help disabled workers, it was that agencies didn't know how. We're (OPM) not going into federal employers as a regulator; we're going in telling them how they can proceed in hiring disabled

veterans. If people are shown how to do the right thing, they will do it.

Q. Have you had much success in convincing the administration offices to hire veterans and the disabled?

Indeed. One of the first things I did when I came into this position was to meet with members of the President's cabinet to discuss their history in hiring these workers and ways all of us could make progress in our respective areas. Time will tell how successful we've been.

Q. Did the Persian Gulf War siphon away a significant number of federal workers as a result of being mobilized to active duty from the Reserves and National Guard?

Yes. Federal workers have constituted a large number of those who were activated and sent to the Persian Gulf. We immediately directed government agencies to ensure that workers who were activated for service would return to the positions they left and not just equivalent positions. We also provided that employees' health-care coverage would continue.

1. Has federal funding created any particular problems at OPM?

Well, you know, you change your way of doing business with changes in technology and levels of funding. It doesn't necessarily mean that you can't serve the public as effectively with reduced resources. OPM has sustained reductions in its own work force, but we still have been able to bridge whatever gaps have resulted because of it.

Q. What steps can veterans take if they feel that their military service is not given full consideration when they are applying for a federal job?

The first step is for them to get in touch with us. There's a law on the books that says agencies must take veterans' preference seriously in their job selection practices. One of the things OPM monitors in agencies is that they meet that obligation.

But we have to be honest in this regard. Veterans' preference doesn't mean that just because you're a veteran you are guaranteed a federal job. Often, if a veteran has been turned down for federal employment, it's because he or she doesn't have a specific skill or doesn't meet the criteria for a position.

We'd like to hear from veterans and Legionnaires if they feel there have been barriers to the employment of veterans in the work force. It would help us do our job better.

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IN TOUCH

Continued from page 31

Reconnections among survivors of the war have solved family mysteries. For 20 years, one former Marine carried the memory of a Navy corpsman named Alan who died while saving his life. Finally, on his own—in a story told by In Touch—he was able to locate and write a letter to Alan's sister. She had never known before what had happened to her brother, except that he had died while trying to save someone—a nameless, ageless stranger who remained anonymous until the Marine wrote.

"You've been a part of my life for 20 years," Alan's sister wrote in a return letter. "I wondered so much about you. But the most important question I had about you was answered with the arrival of your letter. You lived. You made it home. Alan did not die in vain.

"I wonder if you could understand how tragic it would have been if you, too, had died on Hill 504."

Many of the survivors who have contacted In Touch are still waiting and hoping to have their questions answered. Janice Raleigh lost her father, Louis R. Raleigh, the day after Christmas in 1965. As part of his job with the 6251st Consolidated Aircraft Maintenance Squadron in Bien Hoa, he had taken an A-1E single-engine prop attack aircraft up for a flight check when he reported engine trouble. He bailed out when the plane caught fire, but his parachute failed to open.

For years, Raleigh was hesitant to talk about her dad. When people asked her about him, she would say, "I don't have a dad," or "My parents are divorced." She had learned that opposition to the war had extended illogically to resentment of those who served in it. So it was safer not to talk much about

"Any other messages, Miss Collins?"

Vietnam. It was just too painful to take what she calls "the looks."

"A lot of us were told 'You have to be the adult now,' when our fathers died," Raleigh says. "We weren't allowed to go through normal grieving." The demand to grow up fast also extended to the need to be perfect. And to this day, Raleigh says, "I can't stand to make a mistake, even a typo." Meeting Tony Cordero and Wende Ruffin through In Touch led Raleigh to the discovery that other children of Vietnam veterans had similar feelings. But she'd still like to talk with people who knew her dad, and hopes that his friends will call In Touch.

Some who have called In Touch report that they had to overcome fears of making that call. Cliff McAdams, for example, was apprehensive about calling Wanda Ruffin.

At the time of Ruffin's crash, the carrier had sent planes to search for survivors. "They found some debris," McAdams recalls, "and one empty life raft. And the word on the ship was that one had gotten out and become a prisoner, and one had gotten killed." McAdams had always hoped that somehow Ruffin had survived. The TV show hadn't mentioned the fate of Wanda's husband. McAdams was afraid that if he called, the news might

finally extinguish the small flame of hope he had carried for a quarter of a century.

"Three weeks after the program, I worked up the nerve to call," McAdams says. The contact with the family confirmed that Ruffin was dead. But McAdams' call gave Wende a priceless gift—a lasting memory of her father.

The phone rang when Wende was about to go to a concert to hear the "School of Fish" group sing a song that had been haunting her. It was called *Three Strange Days.* "I just gotta make it," the lyrics said, "through these three strange days." But because McAdams and new friends from In Touch called, June 18 was easy for Wende.

"I had told a lot of my friends," she recalls, "that if I could survive this one day, I'd live to be an old woman."

Vietnam veterans, their families and friends may contact In Touch by calling 703-525-1107. The address is 2030 Clarendon Blvd., Suite 412, Arlington, VA 22201. The group is planning a major meeting in Washington, D.C., on Father's Day weekend, 1992, culminating in a ceremony at the Vietnam Veterans Memorial. Cordero says it will be "the first and largest gathering of living legacies of The Wall."



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WATERMAN

Continued from page 27

improve products and processes, and how best to satisfy customers.

Probably the most important part of the quality movement is that managers are finally learning to allow workers usually operating in teams—to make decisions. Smart managers give up some control to get results, coaching and helping employees to excel, rather than ordering them around.

Q. While that sounds swell, society seems disenchanted with big business and the greed it so often displays.

With good reason. Too many companies are totally focused on profits, as if making money were their sole reason for existence. We've built all these institutions that are supposed to serve us, and we end up serving the institution. But what are enterprises really about?

Aren't they there to provide goods and services that enhance the well-being of others? For employees, shouldn't a company be an entity in which they can take pride? Shouldn't management treat people as an asset that's more important than a steam boiler?

If you take care of your people and your customers, and do so in ways that don't harm the environment or hurt others, then the profits will usually follow.

I hear people talk about the human side of enterprise. What other kind of enterprise is there?

How do you explain what looked like the primary business enterprise of the 1980s? At a time when Japanese and European competition really toughened up, executives seemed more concerned with leveraged buyouts, golden parachutes and \$10 million salaries.

A system that's as free as ours tends to produce opportunities for opportunists.

Deregulation was intended to spur competition, and did so in many industries. It was supposed to work in the savings and loan, and banking industries. And yet in these, the government also abrogated its oversight role, an important role in enforcing accountability.

When I talk about excellent companies, it's not firms that just earn big profits, it's firms that create wealth. And by creating wealth I mean jobs,

being a beneficial presence in the community, making products or providing services that enrich the lives of customers. The problem is that we've allowed opportunists to spend the last couple of decades transferring wealth, instead of creating it.

And we ought to all be mad as hell about it. God love that little old lady who wanted to take a poke at Charles Keating, after his alleged doings wiped out her life savings.

Q. What's behind transferring wealth instead of creating it?

Pure greed, but also boredom. Why spend time on the grubby details of manufacturing something right when you can wheel and deal?

In the 1970s, conglomerates were the big thing. Companies weren't paying out what they should have to shareholders, weren't investing enough in research and development and had a lot of cash. So where was the action? In buying other companies and building empires. Their stock price goes up, and they use the inflated stock to buy still more companies.

Then came the leveraged buyouts (LBOs), the reverse of the conglomerates. Companies looked for bloated firms, borrowed heavily to buy them—that's the leveraged part—broke them up, sold pieces and used the money to try to pay back the debt. Or they took a public company private, then back public again and made a killing on the stock sales.

The whole thing really got cooking in 1982, when an investment group headed by former Treasury Secretary William Simon borrowed some \$80 million and used \$1 million of their own money to buy Gibson Greetings of Cincinnati and take it private.

As was described in the book, *Barbarians at the Gate*, just 18 months later

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Simon took Gibson public and the stock sold for \$290 million. His personal \$330,000 investment was suddenly worth \$66 million in cash and securities. Suddenly, everyone wanted to try LBOs.

Q. What else and who else was driving the action?

One thing was the egos of the executives. Another was all the people encouraging the action and actually maneuvering companies into these things.

For example, in 1988, Ross Johnson, the head of RJR Nabisco, proposed a \$17 billion management buyout of the company. It put that company "in play" and a couple months later the investment banking firm of Kohlberg Kravis Roberts (KKR) pulled off a \$25 billion LBO of Johnson's firm. In the process, an estimated \$500 million was paid out to investment bankers, lawyers and consultants.

This is the stuff of distorted values, because their time and work didn't produce anything tangible for society. Unlike an industrialist who invests in a factory in hopes of building a thriving business, they risked little for all the loot they took home.

Some of the brightest minds in the country could and should have been working on creating wealth. Instead, they removed it from the system and put it into their pockets. Real wealth got destroyed.

U Don't investors know the risks?

Yes they do. But still, all of us get hurt as taxpayers. When big companies struggle or fail to make interest payments, the banks, which are already in trouble, have even more bad business on their books. The government will have to bail them out, just as they'll likely do with the savings and loans. The federal government can do this by raising taxes or printing money.

Either way, we pay. The taxes come out of your paycheck. Printing more money devalues the dollar, which really hurts retirees on fixed incomes.

Q. Speaking of executives, are these people overpaid?

With expense accounts, salaries and bonuses, some executives live like kings — or better. Some executives are still getting millions even when profits go down. KKR had to pay RJR Nabisco's Ross Johnson \$53.8 million to get rid of him. Again, wealth got transferred to one person.

Mind you, some executives deserve

their millions, perhaps more so than athletes and entertainers. Leaders who set visions, make tough decisions and increase the true value of their company deserve it, especially when they have stock options or incentive systems that make their personal risk commensurate to the reward.

But what really bothers me is the difference between executive and worker pay. From 1980 to 1990, average worker pay rose 53 percent, which at the least kept them up with inflation. During the same period, company profits went up 78 percent.

But in those 10 years, CEO pay went up 212 percent. Some of those salaries are the kind of money that could fund plant expansions or modernization; and fund research into beneficial products for the future.

Q. What can be done?

I don't think were going to see salary caps for CEOs. But groups or individual stockholders and the managers of institutional investments are beginning to make some noise about the excesses. Executives and boards no longer can keep raising salaries to ludicrous heights with impunity. The stockholders may just vote them out.

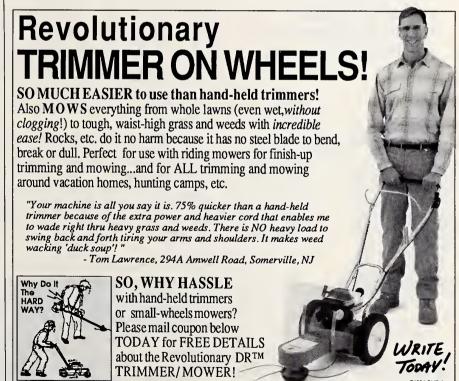
The public market also needs its watchdogs. Investment firms and stock exchanges have tightened their self-policing, but government has got to get tougher.

Will business do this, or continue in its old ways?

I don't think the old ways are going to work. Society has raised its expectations and demands of the business sector, and rightly so.

We expect quality products, quality service and good environmental and financial behavior. A well-run company has the capacity to do tremendous good, for its employees, customers, the community and the public at large. Those that don't meet expectations will get hit by government regulators and lawsuits. Most damaging of all, increasingly sophisticated customers will turn their backs on them.

Another thing. When business people step out of line, the system ought to throw the book at them. Maybe such white collar malfeasance is not armed robbery, but the results for the victim is pretty much the same. And the ethical misbehavior is almost as bad as the criminal. It's the little guy who is usually left holding the bag.



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HOT SPOTS

Continued from page 25

zealots might do in the name of religion," said a Pentagon source.

What to watch for: A swing back to Khomeini-style fanaticism.

IRAQ: Desperately seeking The Bomb.

It is naive to suppose that Desert Storm has significantly dampened Saddam Hussein's belligerence. "We should have taken Hussein out," Kupperman says flatly. "There's no question that he's going to get even." Indeed, says a Pentagon source, "he may very well feel that since he's already survived the worst we can throw at him, he doesn't have much more to fear from us."

This is sobering news because U.S. military experts now speculate that Hussein may have more than twice as many arms-production plants as originally suspected.

Some analysts believe that Hussein remains at or near the threshold of not just atomic capability, but hydrogen-bomb capability—which obviously represents a quantum leap in Iraq's warmaking muscle.

Hussein considers The Bomb to be the one weapon that will allow him to be taken seriously in world affairs. Kerry suspects that "once he gets it, he'll try to use it against us via terrorism, or against one of our European allies or Israel."

Until then, Hussein may bide his time by plotting eco-terrorism on a scale far greater than that witnessed during the Gulf War.

What to watch for: Iraq's increasing involvement with Latin America, a convenient staging area for operations throughout North America.

ISRAEL: Pugnacious politicians make for uneasy truces.

Prognosticators see trouble ahead in our relationship with our old friend and ally, Israel. Here the problem is not Iraqi-style belligerence, but the strong survivalist ethic that is so much a part of Israeli culture. Shamir's ruling Likud Party has long felt that the best defense is a good offense.

Tensions may arise as America pushes for Mideast concessions that the Likud government interprets as pro-Arab; Shamir's determination to hold onto the occupied territories for defensive purposes could preclude a peace accord.

Since Israel's survival supersedes all other political imperatives, Tel Aviv would not likely hesitate to use its atomic arsenal if its leaders thought the nation's security was at risk. In such an instance, there would be little chance of containing the hostilities to the Mideast.

What to watch for: Stalled peace initiatives; stepped-up pre-emptive strikes against anti-Israeli forces.

JAPAN: A new national spirit rekindles old hostilities?

After five decades of commitment to a peaceful role in international affairs, Japan shows early signs of a tide toward militarism.

To be sure, working smoothly with America is not the priority it once was in the Land of the Rising Sun. Increasingly, influential positions in government at the ministries of industry and defense are occupied by nationalistic hard-liners.

Further, some predict that Japan will begin using its economic clout in an almost militaristic way—"the pursuit of adversarial goals with commercial means," as respected geopolitical analyst Edward Luttwak puts it. In this framework, Japan's objective would be to devastate the American economy in a manner as thorough and efficient as if they'd attacked us militarily. It's worth noting that Japan needed to be nudged repeatedly before fulfilling its monetary pledge to the Gulf War effort.

What to watch for: More anti-American outbursts of the kind that have been heard all too frequently in the Japanese parliament.

LEBANON: Small size. Big problems.

Although the much-divided nation is virtually impotent in its own right, its potential as a catalyst is high. Lebanon's chronic internal problems easily could draw larger combatants into the fray.

Lebanon is another buzzsaw of incompatible religions, cultures and political agendas, and as such, is a crucible for the problems of the entire Mideast. Its eastern Bekaa region is a noted terrorist stronghold, while its southern sector offers an important strategic foothold for Syrian strikes against Israel. Overall, the odds of a crisis flaring out of control in Lebanon may be higher than anywhere else, says Kupperman.

What to watch for: A Syrian move to annex Lebanon in the wake of failed peace talks. Syria already enjoys effective control there.

LIBYA: Expect the unexpected.

Although he was chastened by American air strikes in 1986, almost no one believes Qaddafi will remain quiet, cooperative and peaceful in years to come—especially if the Mideast peace process gets under way in earnest. "Those who have resorted to terrorism in the past will continue to use terrorism in the future," says Sen. Brown.

The chances of a direct Libyan attack on the United States are almost nil, experts say. Qaddafi's real danger is in fomenting and bankrolling anti-U.S. sentiment within the international terrorism networks.

Beyond that, "Oaddafi and his henchmen have a reputation for stretching the frontiers of state-of-the-art sabotage," says Kupperman. U.S. interests overseas are particularly vulnerable to Libyan agents.

What to watch for: The most chilling aspect of Qaddafi-style terror is that there are seldom any tip-offs; random violence is his forte. Thwarting Libya requires a climate of constant vigilance.

NORTH KOREA: Will 40 years of border tensions finally boil over?

With the USSR no longer around and China pulling back from its warmon-

gering attitude, hard-line Maoist factions in North Korea may feel uncomfortably isolated and tempted to overreact as a matter of self-defense.

Border skirmishes and dubious claims of South Korean encroachment still continue, and the Chairman of the Joint Chiefs of Staff, Army Gen. Colin Powell, has reminded everyone to watch North Korea.

Within the last few years, South Korean troops have discovered a number of secret passageways or infiltration tunnels beneath the demilitarized zone, permitting North Korean operatives and potentially troops to stealthily enter the South. The United States inevitably would become involved in a renewed war between the Koreas. Even the encouraging, new North-South talks will have to overcome 40 hostile years.

What to watch for: Flare-ups in the demilitarized zone.

SYRIA: Carrying the flag for Arab interests.

Analysts caution against being misled by Syria's cooperation during Operation Desert Storm. Open confrontation with the United States has never been Syria's style-although Hafez Assad's military machine is capable of mustering enough might to keep U.S. forces at bay for a time. Above all, Syria views itself as the legitimate voice of the Arab world. "Don't underestimate Syria's determination to undo Israel," says Kupperman.

Syria historically has served as a willing sponsor and safe haven for the most violent elements of the PLO. Brown and others expect these underground factions to intensify their efforts

as peace talks progress.

Kupperman numbers Syria among a hard-core "gang of five" in terms of behind-the-scenes, anti-American activities. The others are Libya, Iran, Iraq and Cuba. Syria has been linked to the most treacherous terrorist regiments, including that of Abu Nidal, now believed responsible for the downing of Pan Am Flight 103 over Scotland.

Kerry says that trying to fight this kind of menace in advance is "a lot like chasing your shadow."

Kupperman agrees. "The key is in being more proactive," he says.

"We have to harden economic choke points and maintain intelligence vigilance. Above all, we need to tighten up the weapons pipeline."

What to watch for: Increasing terrorist operations out of Lebanon's Bekaa region.

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PHONE CALLS

Continued from page 29

say, none of the prizes were distributed.

That same year, several law enforcement agencies went after an Arizona telemarketing outfit believed to be passing off photographs of Salvadore Dali artwork as authentic originals.

Usually, though, the deception is more subtle. One firm telemarketed its tax and legal services plan for a "special" price of \$389, including that nowfamiliar free gift. A little legwork by investigators revealed that the same plan could be purchased on a walk-in basis for just \$220.

Travel club memberships sold via the telephone have long been high on the complaint lists of both the FTC and local Better Business Bureaus. Disgruntled subscribers find that airline seats are seldom available during desired periods of travel; that restrictions built into the program are mindboggling; and that requests for refunds of unusable tickets are ignored.

When environmental concerns began to peak in the mid 80s, water purification systems became hot items.

One such system promoted by a Southwestern company was a sealed unit later determined to have an estimated life of about three and one half years. After that, the purifier could actually become dangerous as accumulated toxins began leaking back into the water that was supposedly being purified. No such warnings were given to prospective buyers.

These incidents underscore the main drawback of buying over the telephone. Because no product is seen nor any paperwork examined, salespeople are free to make extravagant claims.

The so-called "valuable free gifts" offered as incentives typically end up being neither valuable nor free.

A "fur coat" which pitchmen imply is worth \$700 turns out to be a poorly made rabbit jacket valued by experts at under \$100. A "boat" turns out to be a flimsly, inflatable raft. A "portable" TV set turns out to be a miniscule, blackand-white cheapie that cannot function without a costly battery pack (sold separately, of course).

One group of consumers who'd been led to expect "free car phones" was left red-faced when the postman arrived bearing standard plastic telephones shaped like toy cars.

One company offered gifts to cus-

tomers who bought its \$400 water purification system. Experts rated the system inferior to others they could buy for about \$150, and the gifts' value did not make up the \$250 difference.

Another favorite in recent months is a "sizable" sum of money allegedly left on account for you by some obscure relative. The catch is, you have to pay a fee to register with the agency that discovered your windfall.

As you might guess, the pitch is seldom on the level. Meanwhile, the registration fees of \$40 or \$50 may have already cost gullible consumers millions of dollars.

Another scam the FTC was tracking in early 1990 involved the sale of vacation time-shares entitling the buyer to one or two weeks each year at a resort. The property may be fictitious, but more often, con artists merely sell the rights to the property without authorization. Many consumers don't find out they've been had until they show up for their vacation and discover that no one at the resort knows anything about it!

And always, there are the opportunists who try to convert today's headlines into sleazy profits. The stock crash of October 1987 inspired all sorts of "alternative" investments pitched over the phone. These ranged from penny stocks to Costa Rican volcanic soil that, after processing, supposedly yielded gold.

Similarly, the surge of patriotism that greeted Operation Desert Storm also spurred an upswing in the telemarketing of all sorts of military-related items and memorabilia, much of which was never delivered. "They must have felt they'd catch people in a vulnerable frame of mind," a California consumer advocate told her TV audience.

Indeed, ghoulish as it may sound, there are fast-talking con artists only too happy to capitalize on AIDS, Alzheimer's disease, homelessness and other newsworthy social problems.

Realizing what consumers are up against, various authorities have been acting in concert to crack down on telescam artists. "Lately," says the FTC's Sekovich, "it seems that's all we do."

One tangible result is the newly formed Alliance Against Fraud in Telemarketing, spearheaded by the FTC and a number of other regulators. Suits are being filed in record numbers. Further, a recent amendment to California law requires telemarketers to post a \$50,000 bond when they register with the state.

Still, even in successful lawsuits, the news for those who've already been duped is not good. The customary

return for defrauded consumers is about 10 cents on the dollar, according to FTC attorney Mike McCarey. And that's in the small number of cases where there is any return at all.

All of which points up that policing the telemarketing industry is no mean feat. In their efforts to stay a step ahead of the law, tele-fraud operations are constantly moving and changing names. Since all they really require is a telephone, they can work anywhere. Moreover, by availing themselves of the sophisticated tie-lines and toll-free calling arrangements now in common usage, telemarketers can make their physical location—often referred to as telephone boiler rooms—that much harder to trace.

The problem is likely to worsen as carrier competition drives long distance telephone rates steadily lower. This will encourage operations from increasingly remote places—such as overseas, where jurisdiction becomes a thorny issue.

The best advice for consumers appears to be the old saw, caveat emptor: Let the buyer beware.

For starters, you can insist that your name not be sold by magazines and credit card companies to firms that compile mailing lists; mailing lists have a way of becoming phone lists. Second, make sure you know exactly what you're buying. Third, realize that once you've bought, you've bought; transactions completed on the phone are not currently protected by the three-day cooling off period governing certain other types of sales.

Realize too that after you've been pinched, you're likely to be approached repeatedly. The people behind the scams routinely sell their "sucker sheets" to each other.

Or, you may notice that unauthorized charges start showing up on your charge card bills. This happens even when consumers are dealing with reputable firms. The firm itself may be above reproach, but sadly, the same is not always true of all its employees. Sekovich urges you to report to the FTC any telephone salesperson who keeps prodding you for your charge card number, or whose interest in you wanes when you tell him you don't use credit cards.

Above all, avoid the fatal mistake of overestimating your own resistance to phone scams. Says attorney McCarey, "Don't assume you're going to be able to see through it. These people have a genius for creating the illusion of legitimacy and wrapping it in a nice tight sales pitch."

Con Men Call Person-To-Person

Continued from page 29

targeted," he explains. Some scam artists find their prospects on lists of credit card holders, or subscribers to certain publications, or holders of stock brokerage accounts.

"They could buy a list of redhaired, widowed left-handers over 65, say, and when you hear the pitch, it sounds exactly like it was meant for you," Stapf explains.

People going through life changes-retirement, birth of a child, a cross-country move-are prime targets, too, he says. "They will play on fears we all have when entering a new phase."

Also prized are past investors in phony deals. "They know you're desperate and will offer you a chance to recoup. They'll sympathize with your past losses, then ask for more of your money," says Bill McDonald, enforcement chief for the California Department of Corporations.

He discovered con artists who were peddling worthless Alaskan land to victims of another bogus land scheme.

Investment cons follow the headlines, McDonald says. During the Gulf War, investors were worried about foreign petroleum supplies. Hucksters hit the phones touting phony investments in Texas oil wells. Investors lost every penny.

What are some other cons?

- Advance-fee schemes for small loans. Pay a broker a front-end fee of a few thousand dollars and you can get Japanese or Middle Eastern money. Only, there are no loans.
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 Affinity Group Fraud, From Iranians living in California to Mormons, groups have been suckered by cons. Why? "There's a belief a fellow member would never rip off another," McDonald explains.

What can be done about cons? "Arresting con men is like trying to hit mercury with a hammer," says Commissioner C. Fowler West of the Commodities Futures Trading Commission. You arrest them for one con and they're quickly running another, often offshore.

Worse, your chances of recovering your money is "slim to none," says Tony Adamski, chief of the FBI's financial crimes unit. "The money is diverted out of the country, hidden here, or gets spent on high living," adds Stapf.

"That's why the emphasis has to be on the front end, on getting people not to go for the con in the

first place," he says.

First, say the experts, recognize a con man's pitch. They all exhibit tell-tale signs, including "a high rate of return with little or no risk," California's McDonald says. "We all want to believe there's a gravy train and we have an invitation to climb abroad," he says. There isn't.

Another dead give-away is unrelenting high-pressure, call after call. "They'll say and do anything to close the deal," says Stapf.

Finally, "whenever you have any questions about a deal, walk away from it," says West. "Forget about it. It's not worth the risk."

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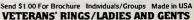
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